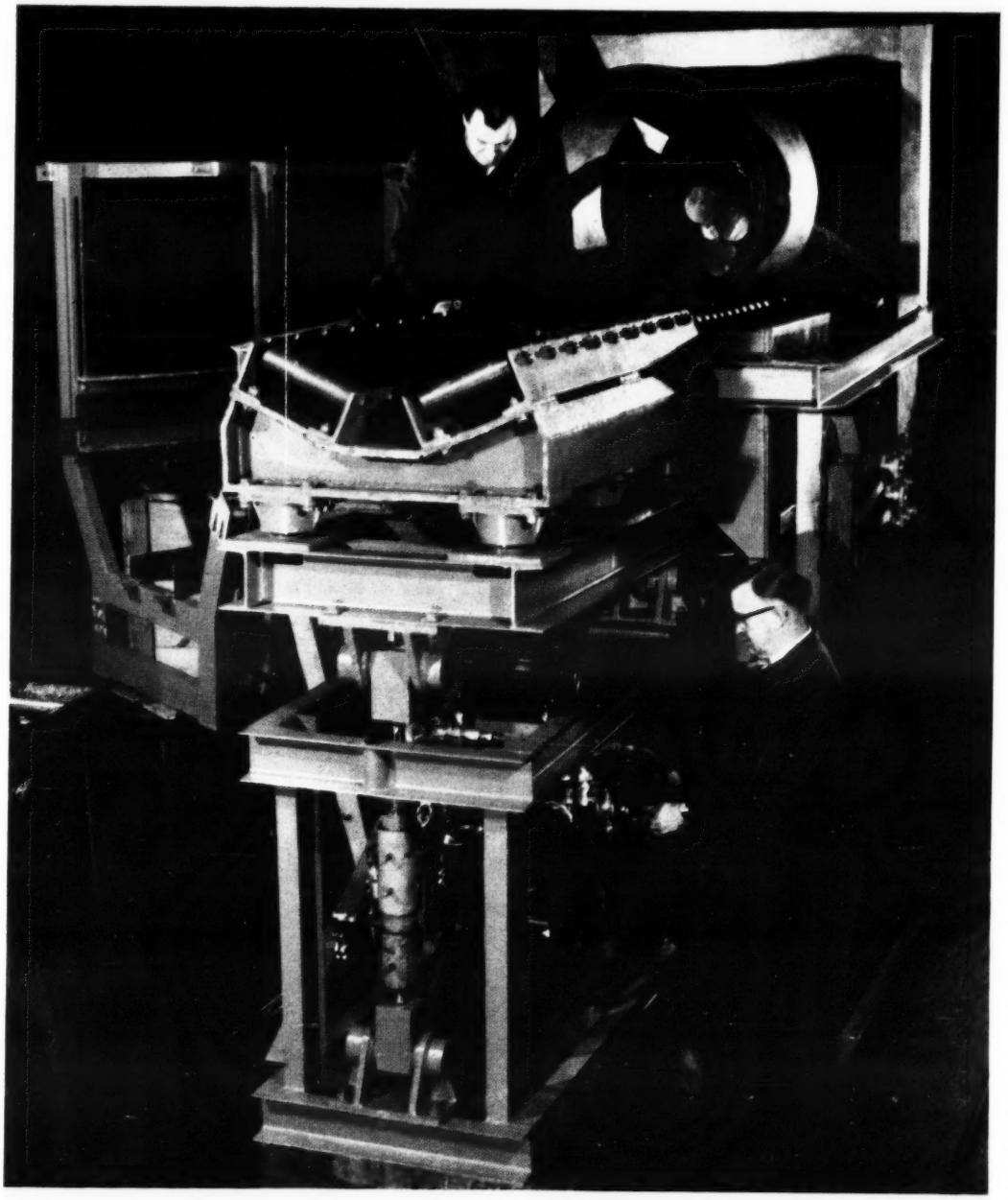
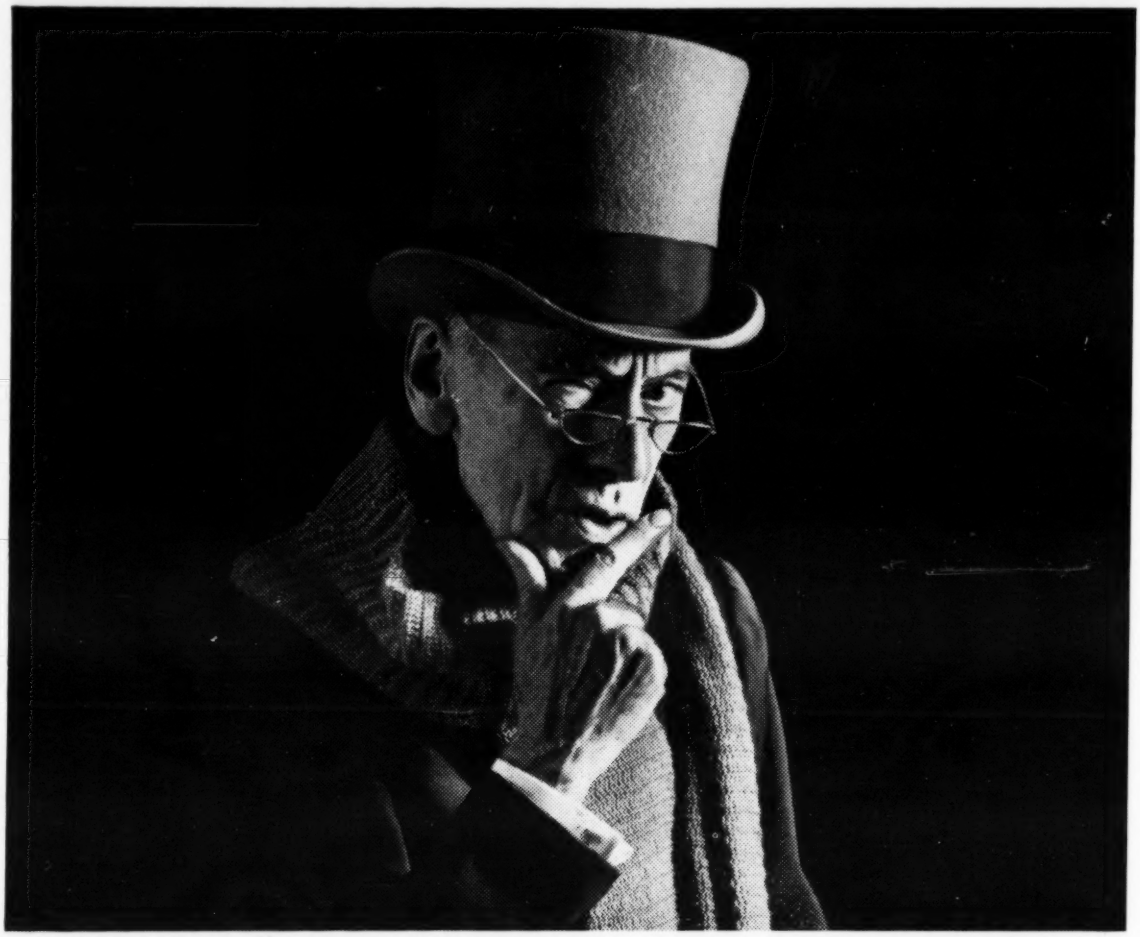
Board of Trade Journal

Volume 191, No. 3635 Published by Her Majesty's Stationery Office 18 November 1966



1s. 6d. net



What? It's easier to ship Christmas goodies to the U.S.A. on Pan Am? Humbug!

PAN AM

Sorry, Uncle Scrooge, but it *is* easier with us.

And, whether you are or not, lots of smart shippers will be planning ahead for the big Christmas rush.

They know that we have the only through-plane service to 16 major U.S.A. markets. And they know we have the most Jet Freighters to the U.S.A., too – 11 every week. So they're reserving their space with us right now – to be sure to meet even the tightest delivery schedule.

How about you?

Think it over. Remember, our Jet Freighters have a 45-ton capacity – every one. So that we'll have plenty of room for last-minute shipments – should you have a last-minute change of heart.

If you do, call your Pan Am Cargo Agent. Or call us direct.

That's the spirit.

Pan Am Clipper Cargo,
Princes Arcade, London S.W.1. Tel: GER 9905

Birmingham: CENtral 8731
Manchester: DEAnsgate 3981
Glasgow: CITy 5744

Clipper, reg. U.S. Pat. Off.

World's largest air cargo carrier • World's most experienced airline

FIRST ON THE ATLANTIC FIRST ON THE PACIFIC FIRST IN LATIN AMERICA FIRST ROUND THE WORLD

Board of Trade Journal

VOLUME 191, NO. 3635, PAGES 1245-1308
18 NOVEMBER, 1966
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

Commercial Services for Exporters – 9. Foreign Languages for industry and commerce 1247
Prime Minister's statement on the Common Market . . 1253
Lord Brown praises cycle and motor-cycles exports . . 1253
Technological importance of waste recovery 1254
Mr. Mason speaks on air safety 1255
International conference on reduction of noise . . . 1255
Appeal against Air Transport Licensing Board decision – Caledonian Airways, British Eagle International Airlines. 1255
Broadsheets on Britain 1256
Market Germany team sums up tour of Britain . . . 1257
Working party on 'Through transport to Europe' . . . 1257
Bid for food sales in Canada 1257
Imports of jute, cloth and new sacks and bags from the Republic of Ireland 1258
Import of watches 1258
Consideration of mergers by the BoT 1258
Resale prices act 1964 1258
Application for anti-dumping duties on stearine . . . 1259
Appointment of inspectors 1259
Quality and Reliability Conference – Engineers, managers and salesmen are the new VIP's 1260
Defence publications 1262
New Books 1263
Parliamentary Answers 1264
Reports on Science Abroad 1265
Government surplus sales by auction 1266
UK attracted 244,000 foreign visitors in September . . 1266
Asian Development Bank . . . . . .

STATISTICS

The economy: selected indicators 1268
UK trade in October 1269
Machine tool orders and deliveries in September . . . 1270
Registrations of British and foreign films 1271
Wholesale prices 1272
Trends in United Kingdom and World exports of manufactures i-xxviii
Operating and traffic statistics of the United Kingdom airways and private companies 1277
Business Monitor: Production Series 1277
British Film Fund Agency 1277
National food survey: household food consumption . . 1278
Assets and liabilities of hire purchase finance companies . . 1279
Turnover of the catering trades, laundries, dry cleaners and hairdressers in September 1280
Output of the wool textile industry 1282
Orders in the textile and clothing industries 1282
Production in the cotton industry 1283
Sales by wholesale textile houses 1283

EXHIBITIONS AND FAIRS

The international sales and fashion week 'IGEDO' at Dusseldorf 1284
Garden and park exhibition 1284
British leather in North America 1285
Opportunity for leatherwear in Scandinavia 1285
City engineers from Israel to visit Public Works Exhibition . 1286

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS

Denmark and Poland. Hungary and Bulgaria. Australia and Belgium 1287
Information for exporters 1288
Letters of appreciation 1293

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Dumping duties. Tariff Board inquiry. References to the Special Advisory Authority 1301
Barbados: 'Approved products'. Customs tariff changes . 1305
Canada: 'Made in Canada' ruling 1304
Colombia: Import regulations 1305
Ecuador: Prior deposits on imports 1304
European Free Trade Association: Drawback and export rebate. 1295
France: Liberalization of imports. Duty quota for seed potatoes 1296
Guyana: Vehicle import regulation 1304
Jamaica: Industrial Incentives Law, 1956 1305
Lebanon: Customs tariff 1297
Philippines: Tariff changes 1303
Portugal: Amendment to customs tariff 1295
Rhodesia: Suspension of duty 1299
Singapore: Pioneer Industries Ordinance 1299
South Africa Republic of: Customs tariff changes. Customs tariff application 1298
Spain: Customs tariff. Home Tax Compensation Levy. Opening of global quotas 1296
Syria: Banking 1297
Tunisia: Prohibition of imports 1298
Turkey: Global import quotas and liberalization lists . . 1298
United States: Cigarettes – Determination of tar and nicotine content. Amendment to the Federal Food, Drug and Cosmetic Act 1304

INDEX TO STATISTICS 1308

Front cover photograph

Final inspection at the works of New Conveyor Co. Ltd. (a TI company), Smethwick, of a hydraulic coil 'lift and tilt' unit for the Bulgarian State industrial enterprise. The unit is designed to handle coils of non-ferrous metal strip produced on rolling mills supplied by W. H. A. Robertson and Co. Ltd. (now merged with Loewy Engineering Co. Ltd., to form Loewy-Robertson Co. Ltd.) in a Tube Investments export contract worth £1½ million.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2: 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1966

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.12), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

ELB LANGUAGES GROUP PROVIDES A COMPREHENSIVE SERVICE FOR INDUSTRY AND INTERNATIONAL TRADE

EXPORT LITERATURE translated into the language of your customer by subject specialists.

TRANSLATIONS INTO ENGLISH of scientific and technical material by subject specialists.

INTERPRETING in this country and abroad for sales visits and business and technical meetings.

INTENSIVE TUITION for senior management and export staff in complete privacy.

ADVERTISING AND PUBLICITY campaigns re-created in the language of your foreign markets.

FOREIGN LANGUAGE PRINTING in letterpress and photo-litho by experts in this country and abroad.

For immediate service or quotation, telephone CHAncery 9276

or send for free copy of our advisory booklet "Foreign Languages at the Service of Industry"

TRADE AND INDUSTRIAL TRANSLATION CENTRE LTD.

A MEMBER OF THE E L B LANGUAGES GROUP LTD.

95a Chancery Lane, London, W.C.2

Managing Director: Commander E. H. M. Colegrave, R.N., F.I.L. (Jap.) Directors: S. C. Cave, A.I.L. (Russ.), A.M.A.I.E., A. C. W. Crane, M.B.E.

COMMERCIAL SERVICES FOR EXPORTERS – 9

Foreign languages for industry and commerce

By Kenneth Miles, Head of Foreign Language Unit, Commercial Education Department, London Chamber of Commerce.

Continental attitudes

Some European nations, whose national existence for many decades has depended in a large measure on their export performance, have for several generations been conscious of the need to learn foreign languages, often with considerable stress on oral fluency. Many secondary school systems compel pupils to learn at least two foreign languages. In various countries employers in industry and commerce insist on some of their staff holding secondary or further education certificates of proficiency in one or more foreign languages.

Thousands of language students from the Continent spend varying periods of time in this country in order to perfect their knowledge of English. Many of them are in the younger age groups but quite a few are past their training years, and it is not unusual to find among them those who have resigned from their positions to enable them to study a language abroad at their own expense. Often they have come from or are later going to another country to study its language.

Traditional attitudes in Britain

Until a few years ago the bulk of employers in industry and commerce did not consider a knowledge of foreign languages essential. A great many people took 'O' level French and were able to read some literature and find their way through a French newspaper though, more often than not, with considerable difficulty. The vocabulary of day-to-day life used to be sadly neglected. Hardly anyone who took 'O' level could carry on a conversation. Those who had left school before taking their 'O' levels or had concentrated on science subjects from an early age had practically no knowledge at all of foreign languages.

The new approach

When, in the 1950s, it became evident that the Common Market would develop into one of the most important commercial and industrial areas which Britain might join sooner or later, and when it became apparent that the importance of Russia, Spain and South America as important trading regions was growing rapidly, it was realized that a good command of foreign languages had become essential. The need which arose was for professional and skilled men and women with a full-time occupation in industry and commerce to have good oral command of one or more foreign languages rather than for professional linguists. At that time only the more traditional teaching methods were available and many men and women, engaged in British industry and commerce, hesitated to start on language courses because these often took several years to complete and did not stress oral proficiency. However, for purposes such as selling, negotiating, after-sales service, manning stands at trade fairs or discussing questions of mutual business interest, those who travel abroad want to be able to 'communicate' in the first place but not to write letters. At about this time, happily, there was a break-through in language teaching methods with the arrival, first of all, of the tape-recorder and, later, its refinement, the language laboratory. This latter method has now been in use very widely for a number of years and is an invaluable aid to language teaching if oral proficiency is required. Language Laboratories are costly and require suitable space. Not every teaching establishment in the United Kingdom has as yet been able to afford one or, for that matter, has the necessary space available. But within a few years they will probably be in use in most parts of the country.

Tuition facilities

Colleges of Further Education have for many years offered a variety of foreign language courses. The more traditional ones are the following: 'O' and 'A' level courses, secretarial courses and evening conversation classes. Those who study for 'O' and 'A' levels do so either as a hobby or intend continuing their studies at a university for an arts degree. The secretarial courses are meant mainly for those who wish to become secretaries/foreign correspondents and who must be able to write business letters in one or more foreign languages. All the afore-mentioned courses extend over several years.

The conversation classes are, as a rule, held in the evening and quite often only once a week for two hours. These are usually open to the general public which means that people of all age groups and from all walks of life meet in the same class. The majority of these classes are planned over periods of about 30 weeks or so, from mid-September until about Whitsuntide. At some colleges they may meet the requirements of those who wish to learn to speak a language fluently but only if classes are held more often than once a week for two hours and if a language laboratory is available for at least part of the time.

In the last few years many Colleges of Further Education have begun to offer special language courses for those engaged in industry and commerce. These aim at oral proficiency within a short time and are often referred to as 'intensive' or 'crash' courses. Some colleges show them in their prospectuses, others do not but are only too willing to make arrangements for them if they are approached by companies in their area.

The Colleges of Further Education referred to above may be a Technical College, a College or Institute of (Advanced) Technology, at times a Literary Institute, a College of Commerce, etc. The great many colleges in all parts of Britain have a variety of names, quite often with a technical connotation, and often with excellent language departments.

Then there are some universities able and willing to place their modern language centres at the disposal of industry. They may not be able to do this all the year round and have to fit it in with their own teaching programme and, naturally, must consider their own students first.

In recent years two other types of language tuition have emerged: The tutorial and the private language school which both offer 'intensive' courses.

(*Text continued on page* 1249)

INTEREUROPE EXPORT PUBLICATIONS LIMITED

offer prizes to the 20 best entries to the competition

Answer the following:

1. What is the name of the new IBM typesetting system, and is it suitable for producing high quality camera copy in many languages?
2. 'Intereurope' translate into 5/15/35/90 languages. Delete as necessary.
3. Britain supplies approximately 20% of world exports of motor vehicles. True or false?
4. An experienced translator into a European language, should be able to translate 200/500/1000 words per hour. Delete as necessary.
5. What are the nominal measurements of a sheet of paper of size A1?
6. Which is the official language of each of the following countries? San Marino, Ifni, Botswana, Costa Rica, Lebanon.

Write your answers on this sheet and post with one of your letterheads, stating your full name.

The prizes will be free translations on one of the following subjects: automotive, electrical or electronic engineering; travel and holidays.

1 1st Prize value £50

5 2nd Prizes value £25

14 3rd Prizes value £10

Address entries to:

INTEREUROPE EXPORT PUBLICATIONS LIMITED,
5 WOODVILLE GARDENS,
LONDON, W.5.

Our business is not running competitions, but the production of technical literature in foreign languages, for a limited number of industries. We translate, prepare copy and print. Advice and quotations can be obtained quickly, for the most economical methods of using our services. Telephone PERIVALE 2897 or 1511 to arrange a discussion at your office or write to the address above.

Two language laboratories have been installed at Eton College by the Hemel Hempstead firm of Shipton Electronics. The 24-booth laboratories are being used by more than 500 Eton students every week to help them learn French, German, Russian, Italian and Spanish. The language laboratories operate from prepared tapes which leave room for the students' responses to be recorded. The master at his console monitors each pupil in turn, and students can also contact the teacher. In this way personal contact between the master and the boys is maintained in the midst of the electronics.

FOREIGN LANGUAGES FOR INDUSTRY AND COMMERCE, *continued*

A number of companies have made arrangements for some of their staff to receive language tuition by a tutor on the company's premises, others send staff to the tutor's residence. The intensity of the course can be geared to the spare time which the student has available and the period within which a certain proficiency must be acquired.

Many private schools – the majority in the London area – have been set up, mainly with language laboratories, with the principal aim of giving a service to industry and commerce. Some of these have travelling language laboratories which visit different parts of the country from time to time and offer intensive courses for a certain number of weeks.

It is also possible to buy language courses on gramophone records and on tape which teach the every-day spoken language of a great variety of countries.

Lastly, the BBC must be mentioned as their sound and television courses have attracted great attention. These are most valuable but generally need to be combined with some other course.

The language laboratory

This new electronic teaching method is basically a simple device. A number of tape-recorders are linked to a control desk from which the teacher supervises the class. Each student sits in a sound-proofed booth, and both teacher and students have a tape-recorder in front of them, a microphone and ear-phones. There are a great many different systems – both British and foreign – and different methods of operation, but in principle they are roughly the same. Without going into technical details, the essential points are these: In a class-room language students tend to be inhibited when they have to speak aloud in a foreign language, and each student has only a very limited amount of time in the course of one lesson to speak at all. In the language laboratory booth he is undisturbed and has a specially prepared tape on the tape-recorder to which he listens. Very often the tapes have a double track and the student can speak on to the second track of the tape and compare his pronunciation with that of the native speaker. He also has, as a rule, the printed text in front of him. The important point is that he is able to practise as much as he likes and thus learns to speak with a good pronunciation and lose his inhibitions. The tape-recordings are made by experts and are based on real-life situations which one is likely to encounter when going abroad. From his control desk through his microphone the teacher can speak to each student separately or to the whole language laboratory class together and he can also listen to each booth separately to check the students' work as they go along. The students in turn can 'call' the teacher over their sets and ask questions if the need arises. However, most Colleges let students work in the language laboratories only part of the time and reserve some time for work in a classroom so that certain points can be explained to students in an open class.

(*Text continued on page* 1251)

It pays to sell in your Buyer's language!

For EXPERT TRANSLATIONS from and into ALL LANGUAGES *consult*

KAY CORTENS BUREAU LTD.,

Westminster Buildings, Theatre Square, NOTTINGHAM. Telephone ONO 2 - 47531

TECHNICAL/COMMERCIAL/GENERAL

Let us translate your sales into success

EXPORTERS!

for translation of
technical literature
sales brochures
reports
correspondence
tender documents
into or from English
or interpreting

ABLE

Contact:

TRANSLATIONS LIMITED
14-15 STONEHILLS HOUSE,
WELWYN GARDEN CITY, HERTS.
Telephone 23109 - 21090 Telex 27508

The technical translators with export marketing background

Write for free, informative brochure **Speaking Internationally**

AN IMPORTANT SERVICE FOR ALL EXPORTERS

PROFESSIONAL TRANSLATIONS

SCIENTIFIC · TECHNICAL · LEGAL · COMMERCIAL
CHEMICAL · CIVIL ENGINEERING · ELECTRONIC
MECHANICAL ENGINEERING · MEDICAL · OPTICAL
PHARMACEUTICAL · PHOTOGRAPHIC · LITERARY

IN ALL LANGUAGES

All executed promptly by experts into their own mother tongue.

certified translations recognised by British & Foreign Courts of Law

INTERPRETERS AVAILABLE

R. SEATON, F.I.L.

Incorporated Linguist Member of the Translators' Guild

BAYswater 2767/0255

44-45 ARTHUR COURT, Queensway, LONDON W.2.

for all technical legal and commercial translations in

French German Spanish
Italian Portuguese
AND ALL OTHER LANGUAGES

BAYSWATER 4477

INTERPRETERS ALSO SUPPLIED

Atlas Translations Ltd.

4 Norland Sq., W.11

RAPID TRANSLATIONS

Your nearest and most effective translation service

BEDFORD 62638
BRISTOL 58277
COLCHESTER 73922
COVENTRY 23027
IPSWICH 58277
LONDON HUNter 2637
LUTON 26321

FIND-A-JOB LIMITED

Call your nearest branch

BRITAIN'S LEADING COMPLETE STAFFING SERVICE

Head Office:– **80 High St., Bedford.**

FOREIGN LANGUAGES FOR INDUSTRY AND COMMERCE, *continued*

The value of the language laboratory might be explained in this way: it enables a sizeable group of students to practise a language undisturbed, the students can reach a good degree of fluency fairly quickly, and most of the tape-recordings are based on programme-teaching so that students learn the language according to a definite plan.

On the other hand, it must be pointed out that language laboratories are not miraculous 'injections' as some people believe. Students must take an intelligent interest in the language outside the language laboratory, do some class-work and home-work and should, if at all possible, go to the country concerned as soon as possible on completion of their course. Otherwise their newly gained knowledge tends to become rusty very quickly. To speak a foreign language is a skill which cannot be acquired overnight. The language laboratory is a valuable aid to teaching but, for example, a wide knowledge of vocabulary which is so important for a businessman when travelling abroad must be acquired by private study, reading, listening to foreign broadcasts, etc.

Notes on languages

The interest at present is greatest in French, followed by German. Spanish and Italian for which the demand is very much smaller are nevertheless of some importance. These four languages are being taught almost everywhere and in all types of courses. In some parts of the country Russian is taught but only to small groups of people, mainly in areas where local industry requires Russian speakers. In some colleges, especially on the East Coast, Dutch and the Scandinavian languages can be learnt, and in some few towns Portuguese, mainly because industry in the area has links with Portugal and Brazil. Certain colleges outside the London area may offer more unusual languages but interest is very limited.

In the Greater London area almost every language can be learnt by a great variety of methods and for many different purposes. In fact it is doubtful if there are many cities in Europe which could provide the unbelievable variety of language tuition which today exists between Slough, the mouth of the Wash, Luton and northern Hampshire.

Length of study periods

People invariably ask how long it takes to learn to speak a language. It is quite impossible to give a straight answer to this question, but a few comments might be helpful.

Firstly, it is a question of aptitude. Much research has been done into the question of language aptitude but the tests which exist are not yet sufficiently perfected to be of much use to the general public although, in a few years' time, it may well be possible to assess aptitude quickly and efficiently.

Secondly, one must be clear what is meant by 'speaking a language'.

Thirdly, one should know whether the person who inquires has had previous language tuition, up to what level, and how successfully.

Assuming that the inquirer has an average aptitude, has no previous knowledge at all and wants to be able to make himself reasonably well understood for basic purposes – hotel, food, railway, motor-car, customs, passport control, finding an address – in a west European country, he would probably require between 60 and 100 hours of tuition plus a certain amount of revision at home.

If he wants to speak the language more fluently, be able to speak reasonably well to foreign friends over a meal and follow a conversation between some of his foreign friends in a west European country, he would probably require around 200 hours of tuition plus homework, listening to foreign broadcasts and reading foreign papers.

To reach a stage at which the language is spoken and understood almost as well as English would require a much longer period of study and probably a stay in the country concerned of several months.

It is assumed that to learn a West European language (which includes the Scandinavian languages) is somewhat easier than other groups of languages and, therefore, depending on the language concerned and the student's aptitude, the above estimates of tuition periods are likely to be longer to reach the same degree of proficiency.

The future

Interest in the study of foreign languages, and in particular in their fluent oral command, has grown enormously in the last few years. The notion that the British are bad linguists has proved to be quite false. In fact, industry and commerce have already a nucleus of competent linguists from the shop floor to top management. Judging by the numbers applying for places at language-teaching establishments, Britain should within a few years be able to compete linguistically with a number of Continental countries. What may be missing, however, at least until now is the personal interest of young people to study languages as a matter of course and to spend some time abroad on their own responsibility.

Information

The various privately owned language schools and tuition centres advertise very widely. The Inner London Council publishes a booklet on Language Tuition listing the various languages which can be learned at the Colleges under their jurisdiction. Each Borough in the Greater London area has an Education Office which gives details about language tuition in the borough concerned. Each city, borough, county, etc. council in Britain has an Education Department which can give all relevant information with regard to the nearest college which has a language department. Furthermore, most

(*Continued on next page*)

technical linguists international

PETER SUCHODOLSKI FIL (Eng)

The production of technical literature in foreign languages
by technical writers and teams of specialist
technical translators, in co-operation with
foreign-language typesetters and printers

70 GREENFIELD GARDENS LONDON NW2 MEAdway 2239

Chambers of Commerce and the Foreign Language Unit of the London Chamber of Commerce can give advice and information.

It may also be of interest that a Committee was set up in 1964 under the Chairmanship of Dr. Leslie Farrer-Brown, sponsored by The Secretary of State for Education and Science, The Secretary of State for Scotland, The Nuffield Foundation, The University Grants Committee, The Confederation of British Industries and the British Council. This is called 'The Committee on Research and Development in Modern Languages' and is reviewing and supporting research on behalf of language teaching. It has a Sub-Committee which is particularly interested in the aspect of Foreign Languages for Industry and Commerce. Further The London Chamber of Commerce introduced at the request of Industry new examinations in oral proficiency of foreign languages which are conducted by the Foreign Language Unit twice yearly in January and in June/July.

SALES LITERATURE, ADVERTISING, etc.

IT IS BOTH necessary and possible to produce sales literature etc. in foreign languages to the greatest possible degree of perfection. This must never be overlooked and is of vital importance so that the printed material has the necessary impact and enhances the prestige of the firm and the country as a whole.

As has been shown above a great effort is now being made to teach foreign languages to achieve a good oral command and with a view to improving our export performance. But a considerable part of the export drive depends on the printed word. This may be general advertising material, highly specialized sales literature, brochures, magazines which are sent out by post, distributed by agents abroad or handed out to visitors at trade fairs. Or there might be catalogues in connection with exhibitions in which many firms describe their products.

Correctness of language

In the first place it must be stated that, as far as possible, this literature should be printed in the language of the country where it is distributed unless firms have received an assurance that the market concerned would gladly receive such material in English. If translations are to be prepared no effort should be spared to ensure their absolute correctness. An incorrect translation can cause untold harm to the image of the firm. The most beautifully produced brochure which has serious grammatical mistakes – or printing errors – on the first page loses its impact, and the reader begins to wonder whether other sentences, which appear to be correctly worded, are in fact correct. It is so easy for an overseas customer to be given a bad product image through badly translated sales material which may lead to reservations about the firm itself.

Translations

Careful thought has to be given to the production of printed material in foreign languages. Only very few large companies can afford to employ their own translators who, ideally, are a mixed team of British born linguists and foreign nationals in order to achieve a certain degree of perfection in translations from and into English. Companies which have not their own specialized linguists on their staff have a variety of possibilities for translations to be done efficiently.

There are a number of competent translation agencies in various parts of the country. Commercial Counsellors of British Embassies as a rule are able to assist in finding suitable professional translators. If the firm has an agent in the country concerned he should know enough about the product to be able at least to check the final text in his language to ensure that the translation is correct. Quite often the product is highly specialized, and perhaps only a very limited number of people understand it fully. In this case the British manufacturer must make quite sure that the translator is briefed in every detail; this often requires the study of specifications, drawings, models, etc. to enable the translator to visualize the product and to find the correct nomenclature in the language concerned.

The translator into the foreign language should be a national of that country and in the case of more complex technical translations he should have a background knowledge of the industry or area with which the translation is concerned. Assuming that the final text is satisfactory very great care has to be taken that the printing is done correctly and that the proofs are carefully checked, not only letter for letter but also each accent. The omission of accents is just as serious as a misprint or a wrong translation.

Tough translations can now have this vital guarantee . . .

MPG
DOUBLE-PROCESS GUARANTEE
translation services

We want your toughest translation jobs. Give us your legal, technical and sales promotion assignments. Give us the work where the exact *interpretation* of what you mean is as important as its fluent translation. Give us the jobs you cannot afford to get wrong—and we will give you our unique *double-process guarantee*.

MPG translations are carried out by tested specialist translators in the U.K. and abroad. Each translation job is re-processed independently by a second specialist translator. This *double-process* guarantee insures that discrepancies in language or interpretation can be identified and solved at translation stage.

MPG translations are directed by Mrs. G. de Cent who has operated similar services both in Switzerland and the U.K. The service was created originally to meet the increasing needs internationally of the parent company, The Marketing Projects Group Ltd., for a fluent, flexible, comprehensive, accurate—indeed *totally reliable*—service. It is now available to others whose work requires the same standard of execution. It includes the following:

1. All major languages of the East and West, plus a range of minor languages and dialects.
2. Legal, technical, technological, economic and marketing expertise.
3. Special security arrangements, if required (members of the staff have worked on assignments requiring specific clearance from the relevant security authorities).
4. All work under the control of British citizens who combine over 15 years' experience working in foreign languages abroad.
5. Delivery dates and cost according to subject matter, language and urgency.

Enquiries are invited by Mrs. G. de Cent and Dr. P. Dover-Buyers to:
MPG Translation Services, The Marketing Projects Group Ltd.,
International Marketing Consultants,
15, NEW BURLINGTON STREET, LONDON W.1. REGENT 0343/3.

Prime Minister's statement on the Common Market

MR. HAROLD WILSON, the Prime Minister, made the following statement in Parliament on November 10 concerning a new examination of the conditions for Britain's entry into the European Economic Community:

'The position of Her Majesty's Government in relation to the European Economic Community was stated in the Gracious Speech on April 21 in these terms:

> "My Government will continue to promote the economic unity of Europe and to strengthen the links between the European Free Trade Association and the European Economic Community. They would be ready to enter the European Economic Community provided essential British and Commonwealth interests were safeguarded."

'This policy, which was itself a reaffirmation of that laid down in the Labour Party election manifesto, has also been reaffirmed on many occasions in this House, in the country and abroad, notably in the speech of the Foreign Secretary, then First Secretary, at Stockholm on May 6.

'On April 21, I informed the House that we had made certain Ministerial arrangements to ensure

> "that any opportunities that do present themselves in Europe can be quickly seized upon so that they can be evaluated. . . ."

and I said that it would be our intention

> "to probe in a very positive sense the terms on which we would be able to enter the European Economic Community and its related organizations". – [OFFICIAL REPORT, April 21, 1966; Vol. 727, c. 90.]

'In recent weeks the Government have conducted a deep and searching review of the whole problem of Britain's relations with the EEC, including our membership of EFTA and of the Commonwealth. Every aspect of the Treaty of Rome itself, of decisions taken subsequent to its signature, and all the implications and consequences which might be expected to flow from British entry, have been examined in depth.

'In the light of this review the Government have decided that a new high-level approach must now be made to see whether the conditions exist—or do not exist—for fruitful negotiations, and the basis on which such negotiations could take place.

'It is vital that we maintain the closest relations with our EFTA colleagues. Her Majesty's Government therefore now propose to invite the Heads of Government of the EFTA countries to attend a conference in London in the next few weeks to discuss the problems involved in moves by EFTA countries to join the EEC.

'Following that conference, the Foreign Secretary and I intend to engage in a series of discussions with each of the Heads of Government of the Six, for the purpose of establishing whether it appears likely that essential British and Commonwealth interests could be safeguarded if Britain were to accept the Treaty of Rome and join EEC. In the light of these discussions the Government will then take its decision whether or not to activate the arrangements for negotiating for entry, and what the appropriate time for such negotiations would be. Commonwealth Governments as well as EFTA Governments have been informed and we shall maintain the closest degree of consultation with them throughout.

'The House will agree that – provided the right conditions for negotiations are established – it is vital that we should enter only when we have secured a healthy economy and a strong balance of payments, with the £ standing no less firm and high than it is today.

'I want the House, the country, and our friends abroad to know that the Government are approaching the discussions I have foreshadowed with the clear intention and determination to enter EEC if, as we hope, our essential British and Commonwealth interests can be safeguarded. We mean business.

'It will, of course, be our intention to keep the House as fully informed as is possible in the circumstances of the progress of our discussions. If, as I would expect, there is a general desire in the House for a debate before these important meetings begin, the Leader of the House will be glad to arrange discussions through the usual channels to agree on a date which would meet the convenience of the House.'

Questions and answers following the Prime Minister's statement are given in *Hansard*, columns 1540-1551.

Mr. Douglas Jay (right), President of the Board of Trade, with Mr. J. T. Connor, the United States Secretary of Commerce, who visited this country for the 50th anniversary of the United States Chamber of Commerce (UK) which was celebrated in London last week.

Lord Brown praises cycle and motor-cycle exports

'OURS IS A COUNTRY which for centuries has failed to attach sufficient importance to those who earn our bread and butter overseas. I refer to our exporters of goods and those who earn foreign currency for us by other means. It is my belief that if you want to discover the fundamental reason for our current balance of payment problems you will find it in this attitude and conversely that the long-term solution to those problems is a change in that attitude,' said Lord Brown, Minister of State, Board of Trade, at a banquet given by the British Cycle and Motor-cycle Industries on the eve of the International Cycle and Motor-cycle Show 1966 on November 11, 1966.

This failure to award due status to the bread-winners, said Lord Brown, took many forms. Our schools and universities, hot in the pursuit of learning often failed to realize that no education was complete, particularly in an industrial society if the student was ignorant of the nature and the essential importance of industry to that society.

If culture was a rounded appreciation of the whole environment within which we lived then many of our schoolmasters and professors were uncultured. The result was a bias against industry which was robbing it of a due proportion of the best brains in the country. Our universities were at last reluctantly yielding to pressure to provide an increasing proportion of their graduates with the type of education which would fit them to help their country raise its standard of living. But other countries had been pursuing this course since the year 1800.

'Why can't we face the fact that we are a technological, industrial, exporting society, and if we don't make a competitive success of being that sort of society then all these peripheral professional activities will go on short rations,' said Lord Brown. 'If only we could persuade some of those whose claim to fame is a penetrating knowledge of the 18th century poetry or of some of our university graduates who contemptuously declare that they will not enter what they call the "rat race" that, one and all, they are dependent on the efforts of such industries as the cycle and motor-cycle industries for their very living. It really would be very salutary for a large percentage of the individuals in our society to realize for the first

(*Continued on next page*)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

time that but for the efforts of those who earn £13 million of foreign currency per day (including Saturdays and Sundays) their lot would be a much less happy one.

'The next time you read or hear about some strike, some delivery failure or some opportunity lost overseas by industry remember that on the same day the same industry won orders for £13 million of British goods.'

The exports of motor-cycles and cycles and parts had in recent years been as follows:

1963 . . . £25 million
1964 . . . £22 million
1965 . . . £24 million
1966 at the rate of £28 million for the first six months.

This was not a remarkable rate of growth, but these exports had been achieved in the face of more than ordinary virulent competition and in the face of special difficulties.

It was because of the sort of vigorous effort which the industry had exerted that British exports expanded by 7 per cent last year and by a further 6 per cent so far this year (in spite of the shipping strike).

'You have exhibited as an association at Cologne in 1964, at Zurich and Milan in 1965 and at Amsterdam, Hanover and Cologne in 1966. You are considering exhibiting at New York, Toronto, Barcelona and Copenhagen in 1967. At this rate of progression you will exhibit at eight international exhibitions by 1970.

'These exhibitions are only the tip of the iceberg because hidden from the public gaze is the continuous selling effort which individual companies are making all the time on an increasing scale and in their efforts you have the full and expanding support of the Board of Trade through its now lengthy list of varied support services. We welcome the growing use which you are making of these services.

'The export results to which I have referred are based on the outstanding reputation which your industry has achieved for quality and reliability. I am sure that this reputation will encourage your designers to evolve ever more acceptable products, your works managers to ever more efficient production and your marketing men to ever more intelligent selling methods overseas.'

Technological importance of waste recovery

— **Mr. George Darling**

'AN EXCITING BRANCH of technology' was the description given to the use of waste materials arising from industrial processes by Mr. George Darling, Minister of State, Board of Trade, speaking at the annual luncheon of the National Industrial Salvage and Recovery Association in London on November 10. The Minister of State said: 'Many of the Government's research stations, particularly those of the Ministry of Technology, are working, amongst their other activities, on new uses of waste and by-products, and of course, on waste avoidance. Perhaps it is a mark of success in this field that a waste material becomes dignified with the name of by-product. Examples of this work are the Building Research Station's investigations into the use of pulverized fuel ash and the Torry Research Station's work on fish by-products. Equally important is the work of the National Engineering Laboratory and the Rubber and Plastics Research Association in cutting down waste.'

Earlier, the Minister of State had said that no one could dispute the fact that the economical recovery of scrap and waste materials were important to the state of our economy as a whole, not least in assisting our balance of payments through import savings. For example, in 1965 40 per cent of the copper, 35 per cent of the aluminium, 23 per cent of the zinc and 54 per cent of the lead consumed in the United Kingdom was recovered from scrap and residues.

The re-use of paper, too, was widely recognized. The trend was certainly towards an increasing consumption of paper and board in the United Kingdom. This, of course, resulted in increasing

Lord Rhodes, Parliamentary Secretary to the Board of Trade, had private talks with leaders of the wool textile industry in Bradford. The following day he received an honorary degree from Mr. Harold Wilson after the Prime Minister had been installed as Chancellor of the new Bradford University. Seen with him in the picture are (left to right) Mr. E. W. M. Magor, an Assistant Secretary, Board of Trade, Mr. F. T. Sobey, chairman, Wool Textile Delegation, and Mr. J. H. Shaw and Mr. Geoffrey Ambler, vice-chairman, Wool Textile Delegation.

quantities of waste. The better grades of waste paper, which were recovered in the main from factories, printing works and offices, where they arise, presented no great problem since they could be re-used to make paper. The problem arose over low-grade and mixed waste paper – the sort of stuff that may find its way into domestic dustbins.

Mr. Darling continued: 'The main users of such waste are the board mills, but their requirements inevitably fluctuate and this presents difficulties to local authorities who may recover waste paper separately only to find there is no buyer. The Economic Development Committee for the Paper and Board Industry looked into this and made certain recommendations early this year which are being considered by all the interested parties. I know, however, that at the present time an added difficulty is that, because of falling demand for board, available supplies of low-grade and mixed waste greatly exceed demand, but I am sure that during this period of temporary difficulty you will help to see that all the profitable uses of this material are fully exploited.

'Economic objectives are not necessarily the sole motive for scrap recovery. I suppose motor cars provide the most obvious example of the embarrassment of accumulating scrap. Last time I spoke to you I referred to the littering of the countryside with scrapped cars. This, too, like scrap paper, is a growing problem, though positive steps are being taken to combat it, I am glad to say. I believe a number of local authorities are setting up collecting places for unwanted cars, thus enabling the chap who wants to dispose of his old car to dump it with a clear conscience and to dump it in a place where the scrap merchant can get hold of it easily.

'An associated problem is that of scrap tyres. There is no hope of disposing of the growing accumulation of used tyres by increasing exports of reclaim because other countries have their own reclaim industries and their own tyre disposal problems, but, above all, because the rate at which this scrap is accumulating in all the industrialized countries is many times the capacity of the reclaiming plants. Possibly the only effective solution will be incineration – though I suggest this with some caution before an Association whose objective is to stimulate the maximum recovery and economic use of redundant or waste materials and by-products. Nevertheless, the fact that it may be possible to use waste rubber as a fuel and so save on oil is itself important.

'It is sufficient to say that, where it is economic to recover and re-utilize waste materials, this should be done.'

LONGS Limited
Factory:
Hersham Trading Estate
WALTON-on-THAMES 26242
Specialists since 1899 in
ROLLER & SPINDLE COVERING 1 m m. to 12 ft. 13 ft. Dia.
PRECISION GRINDERS
RUBBER, CORK and OTHER COMPOSITIONS

If it's Roller Processing – Consult Longs

BEA re-equipment

THE FOLLOWING statement about BEA's re-equipment programme was issued by the Board of Trade on November 14:

The President of the Board of Trade re-affirmed to the chairman of BEA in a letter of November 3 the pledge given by the Ministry of Aviation to BEA on August 2: including the statement that 'The Government will take steps to ensure that BEA is able to operate as a fully commercial undertaking with the fleet it acquires'.

On October 28 the chairman of BEA had written to the President of the Board of Trade saying that BEA proposed to buy a number of BAC 1-11 aircraft as the first part of their requirement for additional jet aircraft. This proposal was however made conditional on one particular method of implementing the Government's pledge: i.e. a capital re-organization for BEA, by not later than April 1, 1968, on the same terms as that accorded to BOAC.

In his letter of November 3 the President said that the condition which BEA had attached to their proposal was unacceptable, since it would be impossible to decide what assistance the taxpayer should be asked to provide (or in what form) until the Government had had a full picture both of the British aircraft fleet that BEA would wish to buy and of BEA's financial prospects. The President suggested that since the assurance given to BEA on August 2 still stood, the Board of Trade and BEA should jointly try to devise an interim basis, so that the proposed purchase of the BAC 1-11/5 could be considered by the Government with appropriate urgency.

There have been a number of discussions, all on amicable terms, between representatives of the Corporation and the Board of Trade on this suggestion; and these discussions are still continuing.

Mr. Mason speaks on air safety

STANDARDS OF SAFETY in commercial and private flying were discussed by Mr. Roy Mason, Minister of State, Board of Trade, at the Guild of Air Pilots and Air Navigators dinner on November 9 in London. He said that the ideals and objectives of the Guild were such that it was a body to which the Board of Trade could readily turn for advice. Its interests extended both to commercial and private flying and the promotion of efficiency and safety in both fields. 'In the comparatively short time that I have been, as a Minister, concerned with civil aviation, it has been forcibly brought home to me how difficult a subject safety is,' said the Minister of State. 'Occasionally it is merely a case of putting right something that is found to be wrong. That is relatively easy. But only too often it is a case of painstaking appraisal of the risk, of the extent to which the risk would be reduced if new equipment or some other new measure were introduced, and of the cost of so doing. The Board of Trade claims no super knowledge and it must proceed in close consultation with the civil aviation industry – operators, pilots, manufacturers, airport authorities, Air Registration Board – and it must keep in step with international progress through the International Civil Aviation Organization.'

Mr. Mason continued that it was inevitable that as commercial aircraft got bigger and more sophisticated we must raise our standards of safety and strive for still greater efficiency in the performance of men and machines.

In the field of private aviation it was desirable to allow as much freedom as possible, but the smallness of our airspace and the whims of our weather were limiting factors. Various measures were in prospect to raise the standard of training and one of the most promising which the Board of Trade hoped to introduce, with the co-operation of the Guild and other bodies, was a special instrument flying qualification for private pilots.

'Landings in bad visibility is another subject with which both the Guild and my department are preoccupied. Completely automatic landings are the ultimate goal but progress towards that goal has to be gradual and involves a co-operative effort on the part of many different bodies. As a step towards that goal, instrument landing ground equipment of increased accuracy and reliability has been ordered and the first of it will be installed early next year to be used as a high quality approach facility. When automatic landings are finally achieved they will mark a big advance both in safety and regularity. In the meantime we have difficulties with bad weather. For over a year now, an intensive study has been in progress on the subject of weather minima and I hope that the results will be beneficial to operators and pilots alike. Pending the results of this study, we have as an interim measure asked operators not to adopt any minimum Runway Visual Range below 600 metres.'

International conference on the reduction of aircraft noise

MR. ROY MASON, Minister of State, Board of Trade, will open the International Conference on the Reduction of Noise and Disturbance caused by Civil Aircraft, at 10 a.m. on November 22 at Lancaster House, London. The Conference has been called on the initiative of the British Government and delegates from 24 countries, and nine international organizations will attend. It has been arranged with the approval and support of the International Civil Aviation Organization and the president of the Council of the Organization is expected to be present.

Over 230 delegates and observers are expected. Delegates will include senior Government officials, scientists, representatives of airlines, manufacturers, airports and local authorities.

The Conference will open with a plenary session on Tuesday, November 22, and close with a final plenary session on Wednesday, November 30. Mr. Mason will be chairman on both occasions.

After the opening plenary session the Conference will divide into six committees, each concerned with a particular aspect of the noise problem.

A Private Member's Bill on aircraft noise was published in Parliament on November 8.

Appeals against Air Transport Licensing Board decisions—

Caledonian Airways

THE BOARD OF TRADE have dismissed appeals by Caledonian Airways (Prestwick) Ltd. against the Air Transport Licensing Board's refusal of the company's applications for air service licences on the routes Glasgow/Valencia or Alicante/Malaga (optional); Glasgow/Genoa; and Glasgow/Rimini. The Board of Trade decisions follow the recommendation of Sir Arthur Hutchinson, KBE, CB, CVO, the Commissioner who heard the appeals.

Copies of the Commissioner's Report to the Board of Trade and the Board's Order are available on request from the Board of Trade, Civil Aviation Department, Branch AGP2, Shell Mex House, Strand, London, W.C.2.

British Eagle International Airways

THE BOARD OF TRADE have made an Order dismissing an appeal by British Eagle International Airlines Ltd. against the decisions of the Air Transport Licensing Board adding Gerona to existing licences held by British European Airways and British United Airways for air services between London and points in Spain.

The Board of Trade have accepted the recommendation of Sir John Lang, GCB, the Commissioner appointed to hear the appeal, but have not accepted his rider suggesting the imposition on BEA's licence of a frequency restriction in respect of services to Gerona.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade, Civil Aviation Department, Branch AGP2, Shell Mex House, Strand, London, W.C.2.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Mr. George Brown, Secretary of State for Foreign Affairs, seen at the British Trade Centre New York with Mr. R. P. Stedeford, leader of the 17 men and one woman trade mission from the Birmingham Chamber of Commerce, which visited the United States recently. Mr. Stedeford is managing director of Accles and Pollock Ltd.

In front of the British Industries Corporation exhibit at the British Trade Centre, New York, are (from left to right): Mr. Peter Tennent, director-general, British National Export Council and Sir Richard Powell, permanent secretary, Board of Trade, and Mr. Andrew Hay, president of The British-American Chamber of Commerce, sponsors and operators of the Centre.

Broadsheets on Britain

No. 9 IN THE series of Department of Economic Affairs Broadsheets on Britain is now available. It is entitled 'Exports and Imports' and deals with Britain's trade.

About two-thirds of what we spend abroad, and rather under two-thirds of what we earn abroad, is for goods, food and raw materials – so-called visible imports and exports. The Broadsheet describes the composition of our imports and exports, shows where we trade, and outlines recent trends. It concludes that our exports will need to rise a good deal faster than they have on average over the past two years, and that we must raise the competitiveness of our exports so that we hold our share of world markets and get Britain out of the red. Broadsheets on Britain have a circulation of over 200,000, largely to industry, trade unions and places of education.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

'The Economic City' was the theme of this year's Lord Mayor's Show on November 12, when the City of London welcomed its 639th Lord Mayor, Sir Robert Bellinger. Seventeen colourful floats showed how the institutions of the City earn more than £200 million each year for Britain. These pictures show (left), the City University float in the Education section and (right), the BIA International Insurance float.

Market Germany team sums up tour of Britain

'THE IDEA that the British businessman is insular is certainly an outdated one,' declared Mr. D. N. Royce, Commercial Counsellor in Bonn and leader of the Market Germany team which has been making an export promotion tour of Britain. Mr. Royce was speaking on November 9 at a press conference in London to mark the end of the tour. He was accompanied by Mr. R. W. Allan, Mr. R. K. Robertson and Mr. H. Homann. The other members of the team, Mr. G. F. Edwards and Mr. Gordon Brook, had had to return to Germany.

Mr. Royce reported that the team had visited all regions of the United Kingdom and had met in single interviews representatives of 752 firms. A report was made on each interview, and so far 335 interview reports had been received at Board of Trade headquarters; 275 of these required action. As an example of this type of action, Mr. Royce said: 'As soon as we get back to Germany we will start a search for 75 agents for new British products in the seven main groups. In addition we have a substantial number of inquiries for new information about aspects of the German market.' Mr. Royce went on to say that they were in close touch with a company which planned to sell colour television cameras in Germany. Another result of the tour was that the Scientific Instrument Manufacturers' Association and the Physical Society were now considering jointly inviting in April a mission from Germany of potential buyers and users of scientific instruments.

Considerable interest had been shown by firms in the possibility of participating in joint venture stands at trade fairs in Germany, including the Hardware Fair at Cologne in the Spring, the Düsseldorf Fashion Show, the Frankfurt Spring Fair and the Furniture Fair in Cologne.

Many of the company representatives met by the team, said Mr. Royce, already knew a good deal about the basic needs of good exporting. 'We found that small things, such as the need to recognize that literature should be translated into German, have been absorbed,' he said, 'and people are now looking for ways of carrying them out.'

Speaking of price-competitiveness, Mr. Royce said that the team had found that this was not an obstacle. Either products were not price-sensitive or the British exporters were willing to make price concessions.

Working party on 'Through transport to Europe'

A MEETING was held recently by a working party of the Movement of Exports Economic Development Committee. The working party, chaired by Mr. Norman Freeman, discussed what action had been taken by outside bodies on the 40 recommendations made in its report 'Through Transport to Europe', published in June.

It noted that some action had been taken on all of the recommendations and the Report had been welcomed by relevant bodies – exporters, agents, government departments, CBI, TUC, trade associations, independent and grant-sponsored organizations.

The working party agreed that some action was of particular interest:

(a) the Government has agreed to pay investment grants at a rate of 20 per cent to eligible shipowners on up to three sets of standard containers which are provided as part of the equipment of either a new ship or a ship undergoing a conversion to carry cargo in containers, where the ship concerned is itself eligible for grant under this scheme;

(b) the working party welcomed evidence that British Railways and private shipowners are reorganizing existing facilities and introducing new services based on unitized loads;

(c) the working party noted with approval the progress made by HM Customs & Excise simplifying procedures and that further experiments are in progress. Arrangements for TIR facilities at inland clearance depots are under discussion.

Bid for food sales in Canada

A TEAM of nine chairmen and directors of leading British food companies leave Toronto today after talks with top Canadian food buyers. They have surveyed the expanding Canadian food market and will report to the British food trade, in order to encourage more United Kingdom firms to take part in food sample displays in Toronto early next year and, later, at the British Week in Toronto in October, 1967.

The team was led by Mr. Norman Wood, director of Associated British Foods Ltd. and the members' interests cover biscuits, chocolates and confectionery, jams, soft drinks, dairy produce, tea, canned goods, and gourmet foods. The visit has been under the sponsorship of the BNEC Committee for Exports to Canada.

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has now entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 20,300 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:
at HQ: London CITy 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM MIDland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW CITy 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) TATe Gallery 4355 Telex 25991
LONDON (Eastern Counties) TATe Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER DEAnsgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Imports of jute cloth and new sacks and bags from the Republic of Ireland

THE BOARD OF TRADE have announced in Notice to Importers No. 1166, issued on November 12, 1966 that for administrative reasons and consonant with the Free Trade Area Agreement with the Irish Republic (see Cmnd. 2858), a change is being made in the licensing arrangements for the above goods from that source. With effect from November 12, 1966, the Open General Licence is being amended to make individual licences necessary for new sacks and bags from the Irish Republic. For certain woven piece-goods and certain new sacks and bags licensing will be made conditional on the provision of a declaration of origin.

In future, licences will be issued on the following principles:

(i) Imports of common sacking, heavy bags of common sacking, woolpacks and certain plain weave jute fabrics from the Irish Republic will be freely licensed under the arrangements described below.

(ii) Imports from the Irish Republic of cloth and of new sacks and bags other than the goods covered by (i) will be freely licensed provided that the application is accompanied by a certificate from the Irish producer declaring that all stages of manufacture of the goods in question from jute fibre have been carried out in the Free Trade Area (the Republic of Ireland, the United Kingdom, the Channel Islands and the Isle of Man), and that the last stage of manufacture took place in the Republic of Ireland.

(iii) Should any applications be received for licences to import from the Republic any of the goods comprised in (ii) which are not accompanied by the appropriate certificate they will be considered for licences under the global quota (the arrangements for which were announced in Notice to Importers No. 1158, see *Board of Trade Journal* of August 12, 1966, page 395), which will in future be deemed to apply to such goods.

Applications for licences under any of these arrangements should be made to the Import Licensing Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4, on form ILB/A and be accompanied by evidence of purchase or the placing of contracts. Those made under (i) above should also be accompanied by a letter confirming that the order or purchase covers only material within the definitions quoted below. Page 1 of the application form should be completed; on page 2 the quantity should be stated in cwts. for all categories together with yardage for cloth and dozens for sacks and bags and woolpacks; on page 3 and copies, the applicant's name and address and the country of consignment and origin (Irish Republic) should be entered, but nothing else.

DEFINITIONS REFERRED TO ABOVE

Common sacking, heavy bags of common sacking and woolpacks (as defined for the purpose of Notice to Importers No. 1047)

Common sacking

Fabrics, made wholly of jute, weighing not less than 16 oz. per square yard and having either a warp of pairs of single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft.

Heavy bags of common sacking

Of fabrics, made wholly of jute, weighing not less than 16 oz. per square yard and having either a warp of pairs or single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft.

Woolpacks

Woolpacks, being receptacles consisting of four side panels and a bottom panel assembled by sewing, and a top panel secured along one edge only, weighing not less than 8 lbs., and not more than 11¼ lbs. per pack, made of fabric wholly of jute having a warp of pairs of single yarns not exceeding 9 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 9 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch.

Plain weave jute fabrics (as defined for the purpose of Notice to Importers No. 1086)

Plain weave jute fabrics, not more than 45 inches in width, weighing not less than 6½ oz. and not more than 9½ oz. per square yard, having not more than 13 single yarns per inch in the warp and not more than 12 single yarns per inch in the weft.

Import of watches

THE BOARD OF TRADE have announced in Notice to Importers No. 1168, dated November 15, 1966, that the Open General Licence is being amended with effect from January 1, 1967, to remove the remaining licensing controls over imports of watches, watch movements and watch parts from all sources outside the Eastern Area (as defined below) and Southern Rhodesia.

Importers are, however, reminded that the remainder of this year's imports of watches of a value of 30s. c.i.f. or less (not including the value of any strap, bracelet or similar attachment) and watch movements of a value of 25s. c.i.f. or less will continue to need licences. As the existing quotas have been fully taken up and no more licences are being issued, traders wishing to import watches, etc., under the new liberalization arrangements should ensure that the goods do not arrive in this country before January 1 next.

The Eastern Area comprises Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, the People's Republic of Mongolia, the People's Republic of China, Poland, Rumania and the Union of Soviet Socialist Republics. Imports of watches, movements and parts originating in or consigned from any of these countries remain subject to individual import licence in all cases; and the various arrangements that already exist are not affected by this notice.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition of Castrol Ltd. by the Burmah Oil Company Ltd., to the Monopolies Commission under the provisions of that Act.

Notes:

The Board of Trade announced earlier this year that they now proposed to publish their decisions in respect of mergers which they have considered under the Monopolies and Mergers Act, 1965. Previously the Board of Trade had publicized their decisions only in those cases where a merger had been referred to the Monopolies Commission.

This announcement is the eleventh under the revised procedure.

Resale Prices Act, 1964

List No. 6 of classes of goods of which particulars are entered in the register

THE REGISTRAR of Restrictive Trading Agreements in pursuance of sub-section (4) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods of which particulars are entered in the register kept by him under that section:

	Brussels Nomenclature
Endorsing ink; marking ink packs, comprising marking ink together with pens, with or without other ancillary articles	32.13
Blackhead extractors	82.04
Cuff links (other than of copper-based alloy)	98.01

Interpretation

Where a heading of the Convention of Nomenclature for the Classification of Goods in Customs Tariff (Cmnd. 1070) (commonly known as the Brussels Nomenclature) is specified in relation to any class of goods that class does not comprise goods which do not fall within the heading specified, having regard to the rules and notes for the interpretation of the Nomenclature.

The description of any goods in the first column of the list shall be taken to include cases, boxes and similar containers normally sold therewith if such containers (being imported with the goods) would fall within the heading of the Brussels Nomenclature specified.

A new edition of Chambers's Encyclopaedia – the only major British encyclopaedia – was launched on November 11 with the backing of Mr. Anthony Crosland (speaking), Secretary of State for Education and Science, and Miss Elizabeth Ackroyd (on Mr. Crosland's left), director of the Consumer Council. Mr. Robert Maxwell MP (between Miss Ackroyd and Mr. Crosland), managing director of Pergamon Press Ltd., who are publishing the new Chambers's, claims that the encyclopaedia is expected to earn some £2 million in foreign exchange during the next year from sales abroad, including North America. Plans to market Chambers's in America, Australasia, Canada, Africa and other Commonwealth countries are well under way. Pergamon Press are holders of the Queen's Award to Industry.

Application for anti-dumping duties on stearine

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on stearine, being fatty acids containing not less than 30 per cent by weight of stearic acid, imported from Australia and Belgium.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

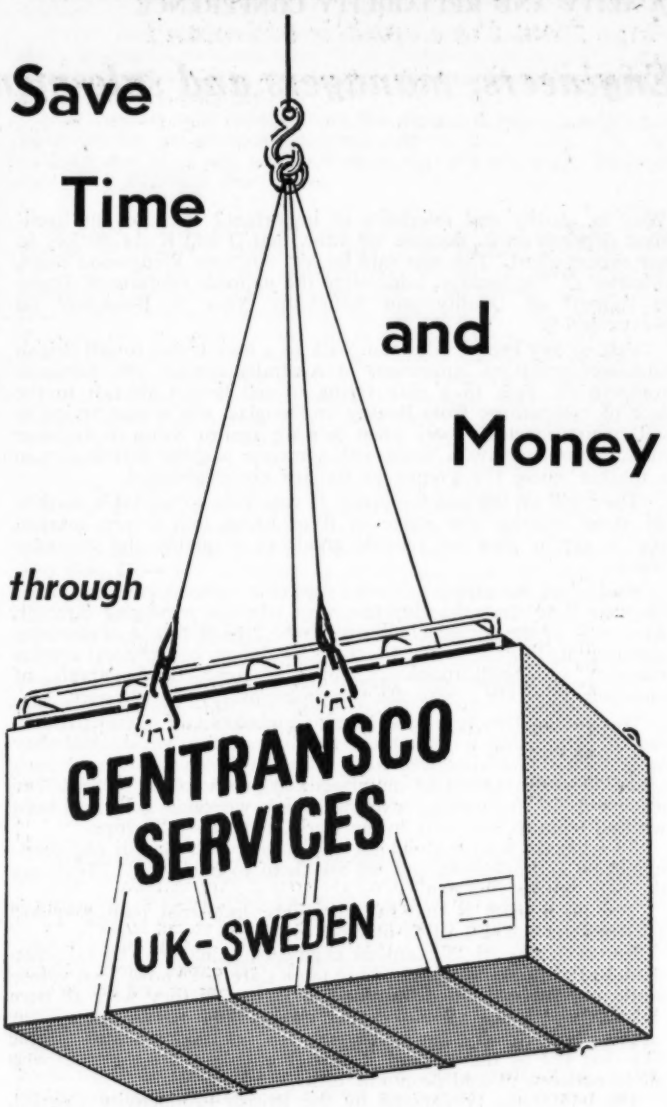
Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than December 2. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

Appointment of Inspectors

THE BOARD OF TRADE, in pursuance of the powers conferred on them by Section 165(b) of the Companies Act, 1948, have appointed Mr. J. G. Wilmers, QC, of 1 Harcourt Buildings, Temple, E.C.4, and Mr. G. F. Ansell, FCA, of 3 London Wall Buildings, E.C.2, to act as Inspectors to investigate the affairs of the London & Midland Insurance Co. Ltd. and also of Commercial, Financial & Industrial Securities Ltd. Under the same powers, the Board have appointed Mr. J. T. Molony, QC, of 2 Mitre Court Buildings, Temple, E.C.4, and Mr. D. B. Hirschfield, FCA, of 13 Southampton Place, W.C.1, to act as Inspectors to investigate the affairs of Imperial Monomark Ltd.

In pursuance of the powers conferred on them by Section 164 of the same Act, the Board have appointed Mr. Charles Lawson, QC, of 1 Gordon Court, Temple, E.C.4, and Mr. C. V. Best, FCA, of 36 New Broad Street, E.C.2, to act as Inspectors to investigate the affairs of the Equitable Industrial Company of Scotland Ltd.



Rates and details from

THE GENERAL TRANSPORT CO. LTD.

GENTRANSCO HOUSE, 9 St. CLARE ST., LONDON, E.C.3

LONDON	ROYAL 2555	MR. J. BACKLEY
BIRMINGHAM	MIDLAND 1995	MR. D. R. KIMPTON
BRADFORD	BRADFORD 28015	MR. D. STOKES
BRISTOL	BRISTOL 74271	MR. H. REES
HULL	HULL 36850	MR. A. WEBSTER
LIVERPOOL	CENTRAL 2185	MR. G. O'KEEFE
MANCHESTER	BLACKFRIARS 2010	MR. J. POWELL

This is just ONE of the Gentransco Services

QUALITY AND RELIABILITY CONFERENCE

Engineers, managers and salesmen are the new VIP's

– Mr. Wedgwood Benn

'WHY IS quality and reliability so important? Because our livelihood depends on it. Because we know that Q and R are the key to our export effort.' This was said by Mr. Anthony Wedgwood Benn, Minister of Technology, addressing the national conference dinner in support of Quality and Reliability Year in Blackpool on November 9.

'Talk to any export salesman. Talk to a man trying to sell British telecommunications equipment in Australia against stiff Japanese competition. Talk to a man trying to sell British aircraft in the face of competition from Boeing or Douglas. Ask a man trying to sell British machine tools when he's up against Swiss or German manufacturers. Have a word with someone pushing British cars in a market where the French or Italians are established.

'They will all tell you the same: If you want to hold this market, let alone increase our share of it or break into a new market, you've got to give me reliable goods of a quality the customer wants.

'And when the export salesman says that – who does he say it to? He says it to the sales director, who tells the managing director, who calls in the technical director, who tells it to the engineering department. For the problems of better design, of technical market research, of specifications, or improved production methods, of component quality – these are the problems for the engineer.

'Our competitors today are foreign engineers and salesmen working in partnership to scoop the markets of the world. And they have been doing very well at it. From 1954 to 1964 the British share of world exports of manufactured goods fell by a third. The leadership in engineering exports which we once held has been wrested from us, not only in the world, but also in Europe.

'So what do we do about it? We turn to our British engineers, managers and salesmen and we ask them to put it right. They are the only people who can.

'The plain truth is that the engineers, industrial managers and salesmen are the real VIP's of modern Britain.

'For each one of the famous engineers, managers and salesmen there are a thousand more, whose names are not known, but whose work and success will determine our future. If they were all here today, they would all agree that quality and reliability is what counts. That is why this conference is important. Because people like that tell us that Q and R matter and they are the men who stand between us and economic crisis.'

The conference, organized by the British Productivity Council, was held on November 8-10. It was attended by upwards of 750 industrialists, trade union representatives and representatives of other interested bodies, including Government departments. The speakers were introduced by Mr. J. Murray Grammer, chairman, National Council for Quality and Reliability. Below are points from some of the speeches made at the conference which Lord Shackleton opened.

Lord Shackleton, Minister of Defence (Royal Air Force): 'What are the objectives of the conference? First of all in QR Year to give a boost throughout industry to the concepts of quality and reliability. Secondly, and this is one of the major aspects of management development today, the exchange of relevant experience. This sharing of "know how" was an important theme in the discussions during the Prime Minister's highly successful productivity conference.

'But there is another aspect to this which again I think is fundamental to advance in this or most other management fields. It is in this frankly psychological field that this conference is of particular importance. It is sometimes referred to as the breaking down of traditional attitudes, but I am inclined to think that it is more subtle than that. It is a question almost of status. It is, in fact, getting the message across at all levels upwards and downwards.

'There are three points that I have noticed in the various studies which stand out:

'First of all feed back. The different techniques of varying degress of sophistication for ensuring that failures in quality and reliability

A section of the conference.

are properly brought to light and evaluated. But the emphasis on this is something very much more than just inspection.

'The second is that this is not just a device, it is philosophy formed by theory and based on practical experience which has to permeate the whole organization.

'And the third thing is that everybody, from management to shop floor, is involved.'

Mr. Fred Catherwood, Director-general of the National Economic Development Council: 'The difficulty with these two words is that they are both moral words. "Quality" and "reliability" are both "good things". Therefore any talks, discussions, seminars about "quality and reliability" appear at first flush to have moral overtones and are almost immediately associated in people's minds with moral exhortation and "do-goodism". People tend therefore to write off the whole thing as another exercise in exhortation. The trouble is that most people don't get beyond the title to find out what is behind it. In fact built-in reliability in a product means that a manufacturer is using techniques which help him to reduce costs, increase sales and therefore improve profits. I think therefore that the title of the conference "Profiting by Quality and Reliability" is very appropriate.

'We have as much technical "know how" in this country as has any other country. Our trouble is that we don't apply it as widely as we might. This is the essence of the work of the British Productivity Council with its extensive networks of local QR groups.

'There are gaps in our knowledge which we will no doubt discover and fill. For the techniques of quality and reliability while having a simple philosophy require that we should always be improving and widening their application. Design and control problems for nuclear submarines must be more complex than were the design and control problems for the traditional submarines used during the last war. Design and control problems for the modern motor car must inevitably be more complex than were the design and control problems for the "Tin Lizzie". These are dramatic examples but there is a measure of the same truth in every industry.

'I need hardly tell you of the value and importance of the work you are doing. Especially if you had studied as I have the problems of the British economy and the options there are open to us. The options are much narrower than we would wish. There are things on NEDC we would like Government to do, there are things we would like unions to do, but at the end of the day in economic affairs management must manage and to a greater extent than

Left to right: Mr. J. Murray Grammer, Mr. F. Nixon, Mr. Fred Catherwood, speaking at the Blackpool conference on Quality and Reliability.

management might like or might think fair the future of this country rests on its shoulders. The prosperity of the country therefore rests on the shoulders of those who take these great questions of improving our national productivity in hand, apply their minds to finding the right solutions and then go out and see that they are put in on the shop floor – their own, their suppliers and their customers.'

Mr. Frank Nixon, company quality and reliability engineer, Rolls-Royce Ltd., vice-president and founder-chairman, National Council for Quality and Reliability: 'The focussing of attention upon these two basic requirements of every satisfied customer the world over allows full play to be given to the essentially British characteristics of commonsense, initiative and individualism in unique fashion. The papers which have been brought together here at Blackpool exceed in value and usefulness any which have been presented anywhere else in the world. They show by practical example how to succeed in undertakings of every kind and size.

'Excellent as has been the response to this Conference, however, we who are here today still represent only a small fraction of the total industrial effort of Great Britain. Our task is, therefore, a formidable one, but at the present rate of progress I am sure that it can be accomplished, and quickly. Those few of us (about 25) who came together to form the National Council for Quality and Reliability, never dreamed that five years later there could have been a rally addressed by Prince Philip and attended by 3,000 people, to be followed by the wide interest and support evinced by this Conference. Our main objective must be to make certain that should this Conference be repeated in a year's time, say, there would not be 10 times, but 100 times, as many applications for tickets, and from every sector of the community – consumers, producers and retailers – in fact, from all who are even remotely concerned with achieving customer satisfaction.

'It may help to interest this wider audience if an attempt is made to show, as simply as possible, how Quality and Reliability are the basic needs of every one of us, both as individuals and as members of the community, and in whatever activity we may be engaged. It will be shown how the current British interpretation of Quality and Reliability leads to better products and services and to increased efficiency. These lead to increased value and hence to increased competitiveness and more exports. In this way we could end our present difficulties and increase our material well-being, while at the same time coming together again as one people, through the sense of joint achievement which would inevitably follow.

'In a materialistic age such as the present this campaign is assured of success because there is something in it for everyone.

'*Every worker* would rather do a good job than a bad one, and the planned approach to Q and R will result in increased job satisfaction through the knowledge of participation in an efficient and successful project. This point has been confirmed by discussion with hundreds of shop stewards. They have been amongst the first to appreciate the value of Q and R.

'*Every executive* will find his task easier and his day shorter as the planned approach eliminates causes of failure and causes of friction.

'*Every firm* will benefit from reduced costs and improved product, leading to increased sales. "It is cheaper to sell a good product than a poor one." The shareholders will have their confidence in British industry rewarded.

'*The country* will benefit from the increased exports which are necessary for our economic survival, and

'*Each one of us* will be proud again that the world realizes once more that British is Best Value.'

Sir Peter Runge, Director, Tate & Lyle Ltd., in a paper read for him by Mr. Morton Oliphant, Director of Ttate & Lyle Ltd. and Chairman Mersey Docks and Harbour Board. 'There is no gainsaying that Britain, during the past decade or so, has not, for one reason or another, maintained her position in the world. For instance, we are only fourteenth in the European rate of growth league and this is not because we are top of the league in absolute terms; the national product per head of population is only the sixth highest in Europe. We are topped by Sweden, Switzerland, Denmark, France and Germany. We lead only in the number of hours we work. Nearly 47 hours per week in 1964 and the next highest less than 46 in France. These are hardly encouraging statistics.

'Nor can one get much comfort from looking at the industrial sector of the economy alone. Figures compiled by Professor Phelps Brown show that even in this sector where for so many years we were outstanding, we have been overhauled by France and Sweden, and that Germany is breathing down our neck. His figures also show that our position relative to the United States has worsened. In 1900 productivity in the United States was about one and three quarters that of Britain; in 1960 it was nearly two and a half times.

'The conclusion is inevitable; we must not only improve our productivity but accelerate the rate of improvement if we are to regain our position in the world. Every means of improving productivity must be tackled and Quality and Reliability is one of the most fruitful. If you can save say 3 per cent of the wastage in your final product you have increased your productivity of all resources (not just of manpower) by 3 per cent, with no additional capital resources and with no re-organization at all.

Lord Cooper, Chairman of the BPC: 'One of the greatest living experts on quality and reliability, Professor J. M. Juran, has estimated that, in the United States as a whole, only about 20 per cent of all defects are found to be of operator origin. Far the greatest part of faults are directly managements' responsibility. I suspect that the same kind of proportions holds good for this country.

'The reason for this proportion is simple. If one looks at breakdowns in quality and reliability, one realizes that quality and reliability involves every part of a firm's activity. For example, a manufacturer of locomotives traced 40 per cent of their rejection costs, which had been soaring up to then, to a small sector of their bought-in parts. A manufacturer of gas cookers who was having great difficulty over a taper valve on one of their thermostats, traced it back to faulty design. A manufacturer of heavy earth movers which had found that defects had risen to an intolerable 114 per vehicle, traced their majority of faults back to two areas – nuts and bolts and fastening, and sealants. They put these faults right by re-tooling, developing new torque spanners and sealants. Now the cases I have quoted are typical and I have covered three parts of a firm's activities – purchasing of materials, design and tooling – all of which are outside the operator's control.

'Training for quality and reliability should be an integral part of every firm's training schemes. For example, an Italian firm which is engaged in the manufacture of semiconductor devices, spends up to three or four months' training new labour to perform its job correctly. After working out the exact way to perform an operation, workers are then shown every movement. The worker is also shown, as a matter of course, the possible defects in the operation and the methods necessary to put them right. In other words, quality control is built into training.

'It is just as necessary to give workers training in the manufacture of new products. Too often, in the rush to get a new product on to the market, management forgets about quality. This not only happens at the design stage, but also in the training of workers in the operation of the techniques needed for the new products.

(*Continued on next page*)

'In quality and reliability, as in everything else, the day of the bromide is over. We are not going to get quality and reliability by talking about it in general terms or blaming somebody else. In practice, the only way we can get better quality and reliability is by objectively analyzing the factors responsible for bad QR and then getting realistically down on a co-operative basis to the business of working out what is required to change them. The reports I am getting from all over the country, together with the practical nature of our discussions this week, encourage me to believe that this view – what I might call the practical view – is now winning out. If this is so, then the prospects for quality and reliability are good.'

Lady Elliot, President of the Consumer Council: 'If you ask any consumer if he is interested in the quality and reliability of the goods he buys, of course he will say "yes". We all *expect* that the products we buy will work in the way we were lead to believe they would and that the quality of the product will have some relationship to the price we have paid for it. Our problem as consumers is that the variety and complexity of modern developments are tremendous. But we are no longer starry-eyed about the inventions and developments of the twentieth century. We reckon that if man can land a rocket on the moon it is not too much to expect him to make a 100 per cent reliable windscreen-wiper on a car, or a central-heating boiler that works all winter.

'The problem is that we are far removed from the production processes. Our strong views may only get back to the producer long after he has invested huge sums of money in a new product we find disappointing.

'Consumers have taken quite a long time to realize that while they are shopping for their own individual requirements, manufacturers have organized themselves into trades and industries and groups of influence. While consumers have kept to the simple shopping skills, producers have developed new selling methods. They have to persuade us to buy not merely the comparatively simple goods that are essential, but to want, and to convince ourselves that we can't do without, a whole host of dazzling new products.

'In the Consumer Council we have to inform ourselves about matters affecting consumer interests, to promote action to deal with such problems and to provide advice for consumers. The Council may not carry out comparative testing, take up complaints on behalf of individuals or engage in legal action. We concern ourselves with what consumers want from all types of goods and services. We urge better standards of manufacture and distribution. We think that consumer education is every bit as important as consumer protection. That is why we are promoting an informative labelling scheme – the Teltag Scheme – in co-operation with manufacturers with the same vigour that we urge amendments to the laws which affect consumers when they shop.

'We all know that the way in which we buy and use goods and services has undergone a drastic change in the last decade. I would just like to remind you of the far-reaching consequences of the changes in our patterns of consumption and in the importance and priority we give to manufactured goods. You will see that consumers' lives are affected at every turn by the products of industry, by the efficiency of transport. Most of the time we are satisfied with the standards that are put in front of us but there is still too much shrugging off of consumer complaints, too little anticipation of consumer needs and requirements and too little real communication between consumers and producers. If you in this audience can help us and we can help you to sort out many of these problems then a great thing will have been achieved both for industry and for the consumer.'

Mr. James Steel: 'If you plan to make a report upon this conference to your managing director, how will you present this in a sufficiently arresting form to demand his urgent attention? I suggest you select the case studies most directly applicable to your industry which will demonstrate to him the cost savings and other advantages to be gained by the introduction of an organized QR campaign. I do think that it requires something dramatic to arrest the attention of those who are not converted to Q and R.

'The tendency to extend the period of warranty on many products beyond the traditional 12 months must necessitate the greater attention of manufacturers to quality and reliability if they are to maintain their competitive position. Such a long-term and unqualified warranty demonstrates the faith of a manufacturer in his products, and necessitates his having an effective QR system.

'All institutions, training establishments, trade and research associations and trade unions, and all companies should associate themselves with the work of the National Council for Quality and Reliability. In the longer term, there should be, in the more progressive companies, research into evolving new quality control techniques such as the development of automatic built-in controls in production processes. It is obviously desirable for suppliers and customers to work out together acceptable and economic quality standards, clearly defined and precisely measurable. It would be an advantage if these could be internationally accepted, or at least common throughout Western Europe.

'The quality of the QR techniques of today will not remain unchanged in future. QR must remain vital and flexible to adapt itself to the rapid technological changes we expect in the future. We must be ready to meet the demands as customers will become more sophisticated and as the discovery of new knowledge enables manufacturers to offer still better quality at acceptable prices.

'While we must re-deploy all our national resources to put Britain once more in the industrial lead, each individual has to accept personal responsibility for improving quality. It is useless to leave it to someone else in your organization to do the job. It would be interesting to hear from each of you in about three months' time what action has been taken in your organization to put into effect the lessons which you have learned at this Conference.

'We have made a splendid beginning to QRY, but it is not the start of any enterprise that matters but the continuation which yieldeth the greater glory.'

Defence publications

THE MINISTRY OF DEFENCE announces that the following documents in the Defence series have been published by HMSO, 49 High Holborn, W.C.1.

		Price
NEW DOCUMENTS		
DEF-155	Test set, multi-range, No. 1 (high sensitivity)	4 0
DEF-1151	The determination of atmospheric conditions (relative humidity) in magazines, filling and storage rooms	2 6
DEF-5115-1	Resistors, fixed, general purpose, Pattern RFG	17 6
DEF-5325-2	Plugs and sockets, electrical, Pattern 104	10 0
REVISED DOCUMENTS		
DEF-123-A	Xylene, 5°	1 6
DEF-1000-C	Wool fabrics, barathea, gaberdines, serges, etc.	2 6
DEF-1053, Indices, Issue 4	Indices	1 6
DEF-1234, Pt. II, Section 4, Issue 2	The employment of flexible waterproof and water vapou proof materials in package construction	2 0
DEF-1239-A	Paper, creped, kraft union reionforced	1 6
DEF-1240-A	Paper, kraft union	1 6
DEF-1305-A	Packaging of ball and roller bearings	1 6
DEF-1422-A	Cranes, road mobile, fully slewing	2 6
DEF-1452	Handles, for brooms, mops and squeegee heads	2 0
DEF-2007-A	Oil OM-33, NATO H-576	1 6
DEF-5000, Pt. 5, Issue 3	Materials, non-metallic	5 0
DEF-5134-A	General requirements for capacitors, fixed, electrolytic (aluminium or tantalum anode)	2 6
DEF-5134-A-1	Specification for capacitors, fixed, electrolytic (sintered anode, solid electrolytic tantalum type)	4 0
DEF-5251-A	General requirements for sockets for electronic valves and plug-in electrical components	3 0
DEF-5251-A-10	Sockets, electronic valve, Pattern VSB7G	3 0
DG-3-A	Prevention of corrosion of cadmium and zinc plating by vapours from organic materials	2 6
AMENDMENTS		
DEF-6, Amdt. 4	Stop watch, 1/10 sec. GS	3
DEF-140, Amdt. 2	Shunts, external, for use with electrical indicating instruments	3
DEF-1044-B, Amdt. 2	Paint system for alkyd finishing of vehicles	3
DEF-1045-A, Amdt. 4	Paint, finishing, vehicles, gloss stoving	3
DEF-1052-A, Amdt. 2	Paint, finishing, G.S. gloss	3
DEF-1053, M81, Amdt. 1	Determination of lead in lead-free paints, varnishes and allied products and their containers	1 3
DEF-1053, M83, Amdt. 1	Large scale brushing test	5
DEF-1110, Amdt. 3	Paint, war equipment, matt, heat-resisting	3
DEF-1111, Amdt. 3	Paint, war equipment, matt, heat-resisting, stoving	3
DEF-1121, Amdt. 2	Paint, finishing, acid and alkali resisting	3
DEF-1163, Amdt. 1	Paints, textured, matt finish	3
DEF-1164, Amdt. 1	Paint, textured, matt finish, stoving	3
DEF-1234, Amdt. 17	General requirements for packaging supplies for the Services	1 0
DEF-1401, Amdt. 1	Solvent, cleaning, for paint, equipment for cellulose nitrate finishes	3
DEF-2407, Amdt. 1	Petroleum spirit, 100/120°C boiling range	3
DEF-5000, Amdt. 9	General requirements for Service telecommunications equipment	6
DEF-5193, Amdt. 1	Cores, magnetic, stripwound, silicon iron	3
DEF-5325-7, Amdt. 1	Plugs and sockets, electrical, Pattern 112	3
DL-1-A, Amdt. 1	Electric lamps	15 6
DL-9-A, Amdt. 2	Common user hand tools	3 6
DG-6, Amdt. 1	Schedules of steel for use in Defence products	3

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list was given on page* 508 *of the* Board of Trade Journal, *May* 27, 1966.

New Books

A Review of Yorkshire and Humberside, by the Yorkshire and Humberside Economic Planning Council. (130 pages. 27s. 6d., by post 28s. 11d., from HMSO and Government bookshops). This is the second of a series of studies of Economic Planning Regions – the recent *Challenge of the Changing North* was the first – prepared by the local Economic Planning Councils whose members are appointed by the Secretary of State for Economic Affairs, but who work independently of the Government. The Council has described several features of its region: physical features, population, industry and employment, energy, communications, housing and the physical and social environment, and it has supported the description with statistical tables and diagrams and a number of useful maps. Taking the features point by point the Council in each case recommends a course of action; it emphasises the need to regenerate existing industry and broaden its industrial structure to increase the economy to allow the necessary improvements in housing, communications, environment and social services to be undertaken. Owing to the finds of natural gas in the North Sea in this area and because Humberside itself is one of the areas to which the Government is giving special attention this study is very opportune: change is likely to take place more rapidly now. Further general and more detailed studies are expected. As a brief summary of the main report there is also published **Yorkshire and Humberside Review.** A Start for Economic Planning in the Region. (4 pages. Available free from the Central Office of Information, City House, Leeds 1.)

Economic Growth, 1960-1970; a Mid-decade Review of Prospects. On page 933 of the *Board of Trade Journal* dated October 14, 1966, the preliminary limited edition of this OECD publication was described. It has now been reissued, textually unaltered but in a different format (113 pages), in an edition intended for general distribution. This new edition is on sale at HMSO and Government bookshops, price 15s., by post 15s. 7d.

The Economics of Poverty, by Thomas Balogh. (398 pages. Weidenfeld and Nicolson, 50s.). This book contains a selection from the author's writings on the problems of underdeveloped countries. Twenty papers are included, which were originally published in various sources between 1955 and 1964. They are arranged here in five sections. The first, theory and reality, includes three papers, dealing with economic policy and the price system, the mechanism of neo-imperialism, and the consumer and economic development. The sections on transforming primitive agriculture and education and development which follow each include two papers. The fourth section deals with international aspects, and contains papers on aid versus trade, the strategy and tactics of technical assistance, the economics of world tension, and the impact of aid on the recipient country and on its relationship with the aid-giving country. The remaining section, occupying half the book, comprises nine studies based on the following individual regions and countries – the Mediterranean countries, tropical Africa, Malta (two papers), Ghana, Jamaica, Asia and India (two papers). This collection, bringing together papers previously scattered over a range of literature which is likely to be found together in only a very few of the largest libraries, is a significant addition to the literature of this important subject.

Essential Accounting for Managers, by A. P. Robson. (132 pages. Cassell. 21s.). This volume is the first title in the *Cassell Management Studies* series. It has been written for managers who are not by training accountants, in the belief that every manager needs to equip himself with a basic knowledge of accounting. This knowledge, it is suggested, is essential in order to make informed decisions, and gauge the effect of various courses of action on the financial position and profitability of a company. The purpose of the book, therefore, is to improve managerial performance, and only those aspects of accounting which are considered relevant have been included. The volume is in six chapters, and makes suggestions on analysing a business, planning for operations and projects, the measurement of performance, comparison of performance with plan and finally a chapter on management and change, in which the author considers how accounting can help forecast the likely effects of change, whether arising from market forms or deliberately created.

Production Planning and Control. A Report of the Mechanical Engineering Economic Development Committee Conference, June 9, 1966. National Economic Development Office. (22 pages. 2s. 6d., by post 2s. 11d., from HMSO and Government bookshops). In the belief that exhortation is not a very effective way of increasing efficiency the EDC decided that disseminating information about successful examples where production planning and control had led to increases in sales, reduction of stocks and manufacturing time and so on, would serve an extremely useful purpose. The case study approach is a valuable one because it circumvents the placid 'So what? It doesn't affect us' response to a general appeal. The approach is specific and demonstrates how a particular company has reduced its costs and increased its efficiency by applying production planning and control techniques. Clearly, the solutions from one study will not be universally applicable and the EDC intends to organize further conferences to discuss case studies provided by various types of engineering companies. This booklet is a case study presented in the form of two papers to the conference by representatives of Audco Ltd., and overwhelmingly it illustrates the advantages that can accrue from the successful application of these techniques. The main message that emerges is that management techniques cannot be used to their full advantage if they are applied piecemeal. Only when the totality of a company's operations is considered and a coordinated company effort is made can the techniques be fully exploited.

Chalmers' Marine Insurance Act, 1906. 6th edition by E. R. Hardy Ivamy. (331 pages. Butterworths, 62s.). Sir Mackenzie Dalzell Chalmers, who retired in 1908 after a distinguished career as parliamentary draftsman, judge and civil servant, is today remembered in the titles of three standard legal works on the subjects whose law he codified, namely bills of exchange, sale of goods, and marine insurance. His *Digest of the Law of Marine Insurance* was first published in 1901, and was in that edition based on the text of the Marine Insurance Bill which had been unsuccessfully introduced in the House of Lords in 1894, 1895, 1896 and 1899. Eventually it was enacted as the Marine Insurance Act, 1906, and subsequent editions, which since the 4th edition of 1932 have been revised by various editors, have provided a commentary on the Act. In this new edition, Professor Ivamy has taken into account the developments in both case and statute law relating to marine insurance since the previous edition in 1956. The main part of the book consists of a reproduction of the Marine Insurance Act, 1906, with copious notes and illustrations based on the numerous reported cases on which the law of marine insurance largely rests. There are four appendices, reproducing respectively relevant sections of other Acts having a bearing on marine insurance; some of the more commonly used clauses issued by the Institute of London Underwriters (the Institute clauses); the York-Antwerp Rules 1950 of the International Maritime Committee; the rules of practice of the Association of Average Adjusters. Professor Ivamy is also the author of two other recently published books. **Casebook on Carriage by Sea.** (153 pages. Butterworths, 7s. 6d., 1965) is the first casebook to be exclusively devoted to the carriage of goods by sea. Its purpose is to cover a broad range of the material in a small compass. It has therefore been limited to about 100 cases, for each of which a short headnote is provided, with a summary of the facts and extracts from the vital portion of the judgment. The cases deal with charter-parties; bills of lading; the Carriage of Goods by Sea Act, 1924; loading, discharge and delivery; exclusion of shipowner's liability; general average; demurrage; freight. The second, **General Principles of Insurance Law.** (555 pages. Butterworths, 97s. 6d.) is the first of a series of four volumes on insurance law, and sets out the general principles common to all types of insurance. The other volumes are intended to cover specialized aspects such as life, fire and so on. The text is divided into seven parts. Part I is introductory, particular attention being paid to the provisions of the Insurance Companies Act, 1958. Part II relates to the making of the contract, emphasis being placed on the priciple of full disclosure. In Part III the policy is considered, and Part IV discusses the claim, especially how it is made, the proximate cause, the burden of proof, and fraudulent claims. Part V deals with the settlement of the claim. Agency in insurance transactions is treated separately in Part VI, and Part VII consists of chapters on the conflict of laws and the effect of war upon the contract.

British Building Trade Mission to Libya June 23-July 8, 1966. (The Building Exhibition Ltd., 11 Manchester Square, London, W.1. 7s. 6d.). In February this year a mission to Libya sponsored by the Committee for Middle East Trade reported back that the future likely demand for building materials and the interest shown in British products, were such as to suggest, that it would be worth while sending a follow-up mission to examine Libyan requirements in depth. This was done in June this year and now six members of this mission have written individual reports on marketing methods and the market potential for modern building materials and techniques in Libya.

British Weeks in Action. (22 pages. Available free from the BNEC, Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1.). A leaflet describing the mechanics of British Weeks.

The **Economic Development Committees for Building and Civil Engineering** have prepared **Newsletters** describing the work of these EDCs since their formation in May 1965. The newsletters also indicate the lines upon which future work is being planned. Copies are available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1.

Other publications

BRITISH COMMONWEALTH AND INTERNATIONAL TRADES INDEX. Classified Trades Lists of Principal Business Houses with their Cable, Postal Addresses and Telephone Numbers – in the British Commonwealth and United Nations. 1966-67 edition. 888 pages. Business Dictionaries Ltd., Sell's House, 39 East Street, Epsom, Surrey. 55s.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, NOVEMBER 9

Promotion of local employment

Asked what was the total expenditure by Government departments and local authorities on the promotion of local employment in each of the years 1962-63, 1963-64, 1964-65, and 1965-66, Mr. George Darling said that the total amount of assistance offered by the Board of Trade under the Local Employment Acts for projects in development districts in Great Britain by way of provision of factories, building grants, plant and machinery grants, and general purpose loans and grants in the financial years 1962-63 to 1965-66 had been as follows:

	£'000
1962/63	16,074
1963/64	30,211
1964/65	40,609
1965/66	42,314

THURSDAY, NOVEMBER 10

Investment grants

Several questions were asked on investment grants. A member asked when the forms for application for investment grants would be available, and Mr. Roy Mason, Minister of State, Board of Trade, replied : 'On November 29, 1966.' The application forms and an explanatory booklet would then be available from the five Investment Grants Offices which were now being set up.

Answering further questions on investment grants, Mr. George Darling, Minister of State, said that grants would be available for certain items of specialized draughtsmen's equipment costing more than £25 when provided for use for carrying on a qualifying industrial process as defined in the Industrial Development Act 1966; that the estimated cost of paying investment grants on all items of mechanical handling irrespective of a minimum cost per item, was currently about £25 million a year; this figure including both investment which already qualified for grant under the Act and investment, including investment in the public sector, which did not qualify; that no investment grant was payable on ancillary items, such as pallets, to handling equipment even if such items were valued below £25 individually; that office equipment for industrial companies, other than computers, was not eligible for an investment grant; and that, while the information needed to give the estimated annual cost if investment grant for office equipment, other than computers, were made available for industrial and non-industrial companies respectively was not available, the estimated cost of giving grants on office machinery generally, other than computers, would currently be about £10 to £12 million including investment in the public sector.

Advance factories

Asked what progress had been made to secure a site for the advance factory allocated to South Merseyside, Mr. Douglas Jay, President of the Board of Trade, said that efforts were still being made to find a suitable site. Unless these were successful in the near future, it might become necessary to build this factory elsewhere. Other questions concerned factories in North Merseyside, and Aberdeen.

Alternative work in Glasgow

A member asked if the President was aware of the decision of Mirrlees Watson, Scotland Street, Glasgow, to cease production; and what was being done to provide alternative work for the displaced employees. Mr. George Darling answered: 'I know of this decision and sympathise with those affected by it. The Minister of Labour is arranging for all practicable steps to be taken to assist those made redundant to find alternative work. My department will continue to do everything possible to assist the expansion of employment in the Glasgow area and, to this end, the President of the Board of Trade is prepared to use his powers under the Local Employment Acts to the full.'

Exports of motor cars

Asked whether he was aware that overseas sales of motor cars were now running at a figure of 100,000 less than in 1964, and that in 1961, on the last occasion when a squeeze was placed on the motor car industry, this fell by 200,000 vehicles; and what action he proposed to take to reverse this trend and increase exports of cars and vehicles generally. Mr. Roy Mason said that exports in the first nine months of this year were 440,000 cars compared with 513,000 in the same period of 1964. This fall reflected changes in conditions abroad rather than at home. Reversal depended upon these market conditions and upon the efforts of the industry to expand sales; the Board of Trade and the Ministry of Technology would continue to give their full support to the industry's efforts.

British Travel Association

Asked what assistance, and in what form, he intended to give to the British Travel Association in its campaign to boost Great Britain as a holiday resort, the President said that all the association's work was directed to promoting tourism in Britain or encouraging the development of Britain's tourist facilities: this year its grant from the Board of Trade would amount to over £2 million. Additionally, the Board of Trade proposed to contribute £39,000 towards the association's campaign (which this year would cost £75,000) for encouraging our own people to spend their holidays in Britain.

Board of Trade export promotion scheme

Asked how many Members of Parliament had agreed to take part in the export promotion scheme organized by his department, and how many visits have been arranged, the President replied: 'Three hundred and eight-eight Members have agreed to take part – a very gratifying response. So far 13 visits have been made. Other visits are being arranged between Members and firms whose names have been provided by my department.'

American firms in Scotland

Asked how many United States based firms operate in Scotland, what average proportion of their output was exported; and what was the comparable proportion in the case of purely Scottish firms, Mr. Roy Mason said that some 50 large United Kingdom companies under United States control had manufacturing establishments in Scotland. Information about the proportion of output exported was not at present available.

Shipbuilding Industry Board

Asked if he would make a statement on the present work and future plans of the Shipbuilding Industry Board set up on the lines of the Geddes Report, the President said: 'We intend to introduce the legislation necessary to establish the Shipbuilding Industry Board as soon as possible. In the meantime I have appointed the Shipbuilding Industry Board and they are studying the problems of the industry in close consultation with both sides.'

Finnish hire purchase regulations

A member asked, in view of the facts that the Finnish authorities introduced in October 1964 new hire purchase regulations which gave discriminatory benefit to cars imported from the Union of Soviet Socialist Republics against those imported into Western Europe, and that Finland had a substantial balance of trade with the United Kingdom at an annual rate of £40 to £50 millions and was an associate member of the European Free Trade Association, what steps he took at the Lisbon Conference to press the Finnish authorities to modify these hire purchase arrangements, and with what result. The President said that at Lisbon he concentrated on the more important matter of trying to secure an EFTA tariff preference for British cars exported to Finland and his Finnish colleague, though unable to promise a preference at present, undertook to consider the matter further.

Companies contributing to UK exports

Asked which standard industrial classifications included companies generally considered to be contributing to the total of United Kingdom exports, Mr. Roy Mason said that companies which contributed to United Kingdom exports were to be found in a wide range of industries, but particularly in the manufacturing industries.

Textile imports

Asked whether the recent substantial increase in imports of cotton piece goods from Portugal and of man-made fibre imports from Formosa were within the recently agreed global quotas, Mr. Roy Mason said that Portugal was not one of the countries to which the agreed global quotas applied. Under the international arrangement on which they depend, these quotas do not apply to textiles containing more than 50 per cent of man-made fibres.

FRIDAY, NOVEMBER 11

'Blue Crusader'

Asked what information he had now received as to the fate of the Aberdeen trawler 'Blue Crusader' lost in the North Sea in January 1966; and what provision had been made for dependants of the officers and crew, Mr. Roy Mason said that he had called for information about a report that a ship's mast had been trawled up near the place where the Court of Formal Investigation found that the 'Blue Crusader' had been lost. Apart from National Insurance benefits, the question of compensation was a matter for agreement between the dependants and the owners of the vessel.

Advance factory in Aberdeen

Asked how far Messrs. Willerby Limited had progressed with the tailoring advance factory allotted to them at Tullos, Aberdeen; what acreage it would occupy; how many workers it would employ; and when they would start work, Mr. George Darling said that the advance factory referred to was built by the Aberdeen Council. 'I am informed that the factory is complete apart from adaptations to meet Messrs. Willerby's requirements,' said the Minister. 'It has an area of 13,000 sq. ft. The firm expect to start training in part of the factory on November 14 and hope to take full

occupation on January 1, 1967. Employment is expected to be 70, initially, mainly female; the firm hope to increase the employment in due course.

Imports of pig iron

The following information about imports of pig iron during the last five years was given in answer to a question:

Year	Tons
1961	32,650
1962	132,748
1963	189,267
1964	335,836
1965	317,129

Films Bill third reading

Mr. Mason, Minister of State, moved the third reading of the Films Bill (Speech and discussion given in *Hansard*, cols 1775-1780).

MONDAY, NOVEMBER 14

Trade with Hungary and Czechoslovakia

Asked what proposals HM Government had for the expansion of trade between the United Kingdom and Czechoslovakia, and between the United Kingdom and Hungary, the President said: 'Trade with Czechoslovakia and Hungary is growing in both directions. All the usual forms of Government assistance are available to our exporters to these countries. We keep our trade arrangements with them regularly under review with a view to increasing trade to our mutual benefit.'

Company liquidations

Asked what was the number of registered limited companies which went into a creditors' liquidation in each of the past five years, giving an analysis by amount of issued share capital in each case, Mr. George Darling answered that the numbers of compulsory and creditors' voluntary liquidations begun in Great Britain in the years 1961-5 were given in Table VI A of the Companies General Annual Report. An analysis of the issued share capital of the companies concerned could not be given without an undue expenditure of time.

Company registrations

Asked how many new limited companies had been registered since April 5, 1965; and how many were registered in each of the preceding five years, Mr. George Darling replied: '49,163 from April 5, 1965, to October 28, 1966. 34,234, 33,545, 34,762, 42,065, 48,194 in the calendar years 1960 to 1964.

SET and the travel trade

Asked what discussions had taken place with the Association of British Travel Agents in regard to the application of selective employment tax to the travel trade; and what assurances were given to the Association of British Travel Agents' representatives, the President said that at a meeting with the Minister of State, on October 31, the Association asked that the tax should be made refundable to the travel trade. He replied that the Government would consider the treatment of the travel trade along with other aspects of the tax which were to be reviewed.

Imports of copper

Asked what was the estimated total additional cost of copper imported from Zambia and Rhodesia since November 11, 1965, the President gave the following import figures: January-September 1966, 152,693 tons costing £53.6 million.

Figures for the same period in 1965 were 195,039 tons costing £52.3 million.

Industrial development in Wales

Asked how many industrial development certificates had been granted in Wales since 1964 Mr. George Darling answered: 410 in the period January 1964 to October 1966.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Missions overseas have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2 (Telephone Holborn 3422).

The Research Institute of Industrial Safety, by C. R. S. Manders. 6 pages. *Japan 64.* An account is given of the organization and activities of this institute in Tokyo and its branch in Osaka. Research is undertaken on a wide variety of aspects of industrial safety in the institute's mechanical, chemical, civil engineering, electrical and explosion-proof sections, and advisory services are based on this. Activities include the publicizing of the results of safety research by means of lectures, demonstrations and pamphlets, and both branches possess a museum.

Some Recent Developments in the High-temperature Polymer Field, by D. L. Griffiths. 8 pages. *UKSM report No. 66/63.* This report collects together information obtained on recent developments in the high-temperature polymer field during the 152nd National Meeting of the American Chemical Society. Reference is made to the NASA pyrrone polymers, the Air Force polybenzimidazobenzophenanthrolines, and moulding of polyphenylenes by the Jet Propulsion Laboratory.

Computers in Information Management and Other Applications, by H. K. Bourne. 10 pages. *UKSM report No. 66/64.* Discussions held at WESCON 1966, on the use of computers in information management and in on line applications, are summarized in this report.

1966 Joint Automatic Control Conference, by H. K. Bourne. 8 pages. *UKSM report No. 66/66.* This report summarizes a number of papers given at the 1966 JACC at Seattle, on various aspects of automatic control and includes a discussion on industrial applications of direct digital control.

Seattle City Skagit Hydro-electric Scheme, by H. K. Bourne. 2 pages. *UKSM report no.* 66/59. This report describes a 786 MW hydro-electric power scheme operated by the City of Seattle. The scheme, which has been in operation for many years, has been extended periodically.

Photo Interpretation in Two Unusual Geographical Environments, by H. K. Bourne. 3 pages. *UKSM report no.* 66/60. Aerial photography is particularly useful for studying inaccessible areas on the ground. The application of aerial photography for geological interpretation in Antarctica and for a water resources study in the Everglades in Florida, is described.

The Kaiser Aluminium Reduction Plant, by H. K. Bourne. 4 pages. *UKSM report no,* 66/61. This report describes a brief visit made to the Kaiser Aluminium Reduction Plant at Chalmette, La. This is the largest plant of its type in the United States. Most of the electric power required, over 500 MW, is generated on site.

Owen Illinois Glass Works, by H. K. Bourne. 2 pages. *UKSM report no.* 66/62. A visit to a modern glass bottle making factory is described. Automation is used in all processes except in inspection, which is performed manually on every individual bottle.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office. St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Nov. 22 to 24	**Micellaneous stores, clothing and textiles.**	**MOD Depots at Woolwich, Ashford (Kent), Aldershot, Thatcham and other locations.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).**

Sale to be held at Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.

Miscellaneous stores: Ottway 7 x 50 telescopes and monoculars; Ross 7 x 50 prismatic binoculars and monoculars; Barr & Stroud 7 x 50 prismatic binoculars; 7 tons of spares for Mather & Platt and Duke & Ockendon centrifugal water pumps; Sulzer and Tangye self propelling pumps; Allen 'Sheepsfoot' roller; Aveling Barford road roller (2½ ton petrol driven); Parker petrol driven portable concrete mixer; Coventry Climax diesel driven fork lift trucks; spares for Chrysler 'Crown' 26 h.p. petrol engines; 6 grit spreading machines (4 & 5 ton capacity); portable drilling machines; electric drills; buffers and grinders; hand drills; welding machines; hand presses; pneumatic head cutter; 320 wooden 30ft. and 35ft. extending ladders; steel lockers; metal racks; wireless spares; photographic equipment; miscellaneous tool kits and tools; blocks and tackle; wooden cases; 5 tar and bitumen oil fired heaters; 4 Johnson 22 h.p. outboard motors; Nissen hutting sections; motor driven ventilating fans; steel 4-way stacking pallets; electric cable; theodolites; stop and pocket watches; 3,650 straight and curved corrugated iron sheets; Rolls Royce UNE 4-cylinder and Bedford 6-cylinder engines; Mann Egerton 35 cwt. portable hand operated workshop cranes; various welding rods; MT spares; large quantity of furniture and kitchenware.

Clothing and textiles: KD trousers and shorts; leather jerkins; raincoats, smocks, capes, hoods and trousers; pyjama suits; khaki shirts; battle dress blouses; woollen and cotton drawers, vests and jerseys; men's and women's greatcoats; white and coloured blankets; woollen gloves, stockings and socks; mattresses; sleeping bags; carpets; rugs; web packs; kit bags; men's ankle boots and shoes; old canvas, tentage, hessian and webbing.

Dec. 1	**Aircraft spares, aircraft instruments, miscellaneous stores**	**Home Office Depots at Darlington and Dalton. MOD Depots at Longtown and Carliisle.**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. Carlisle 26292.)**

Sale to be held at No. 14 Maintenance Unit, RAF, Carlisle.

Various power units; generators; electric motors; test sets; wireless receivers and spares; electronic valves; various servo motors; contamination meters; aircraft panel clocks; pocket and stop watches; large and small engine stands; various amplifiers; radio rack assemblies; 500 strobe units; electric pneumatic and hand drills; Wolf portable electric saws 10 in. 200/250 v; stocks and dies; miscellaneous tools; 480 binoculars; CAV 6-cylinder fuel injection pumps; various types of compasses; batteries; wooden and metal pallets; 2,200 wooden boxes; 200 galls. black bituminous paint; miscellaneous furniture including cabinets, chairs, tables, metal cupboards etc; and approximately 450 wooden extending ladders 30. ft and 35 ft.

Dec. 6 to 9	**Private and commercial vehicles, road making equipment.**	**Home Office Depots at Whitchurch (Salop), Barrow on Humber and Poddington. MOD Depots at Marchington, Derby and Ruddington.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Sale to be held at Ordnance Storage & Disposals Depot, Ruddington.

128 self propelled fire pumps (700 gmp) by Leyland/Sulzer/Tangye: 216 large trailer Fire Pumps by Coventry Climax: 300 Austin 'Champs'; Austin 'Champ' rear and front axles, engines, gear boxes, cylinder blocks and radiators; Land Rovers; 270 saloons, limousines and estate cars, including Mini-Minors; Ford Anglias, Populars, Consul Mk II; Oxford Farinas; Humber New Hawk saloons; Hillman Huskys; coaches (5-51 seaters); heavy duty trucks; tractors and breakdown vehicles by AEC, Albion, Bedford, Leyland and Scammell; Hydraulic tippers, 10-ton 3-way; Bedford and Commer 1-ton trucks, fitted welding sets; low loading, light recovery, transporter and other trailers (10 cwts—50 tons); mobile tankers 200-2,500 galls (including 15 AEC 2500 gal. refuellers) and many other types of load carrying and dual purpose vehicles; mobile cranes by Coles, General, Jones KL66, Neals; Ransomes & Rapier and Taylor; excavators by Ruston Bucyrus; tractors and angledozers by Caterpillar ('D4,' 'D7', 'D8'); 200 "1 ORB" truck assemblies; graders; scrapers; road rollers; dumpers; factory trucks; plant spares; motor cycles. **For fuller details of the 128 self propelled fire pumps by Leyland/Sulzer/Tangye and the 216 large trailer fire pumps by Coventry Climax apply to Directorate of Sales, Sales 4bi (A), Room 422, First Avenue House, High Holborn, London W.C.1.**

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s 0d (postal order only).

One of two Scammell 15ft. 9in. wheelbase Constructors for the Burmese Government leaving Scammell's Watford works for shipment to Rangoon.

UK attracted 244,000 foreign visitors in September

OVER 244,000 foreign visitors came to Britain in September – 37,000 more than in the same month last year, reports the British Travel Association, Britain's official tourist organization. The September arrivals brought the total number of foreign visitors to Britain in the first nine months of this year to 2,096,000 – an increase of 261,000 (14 per cent) over the same period of record-breaking 1965.

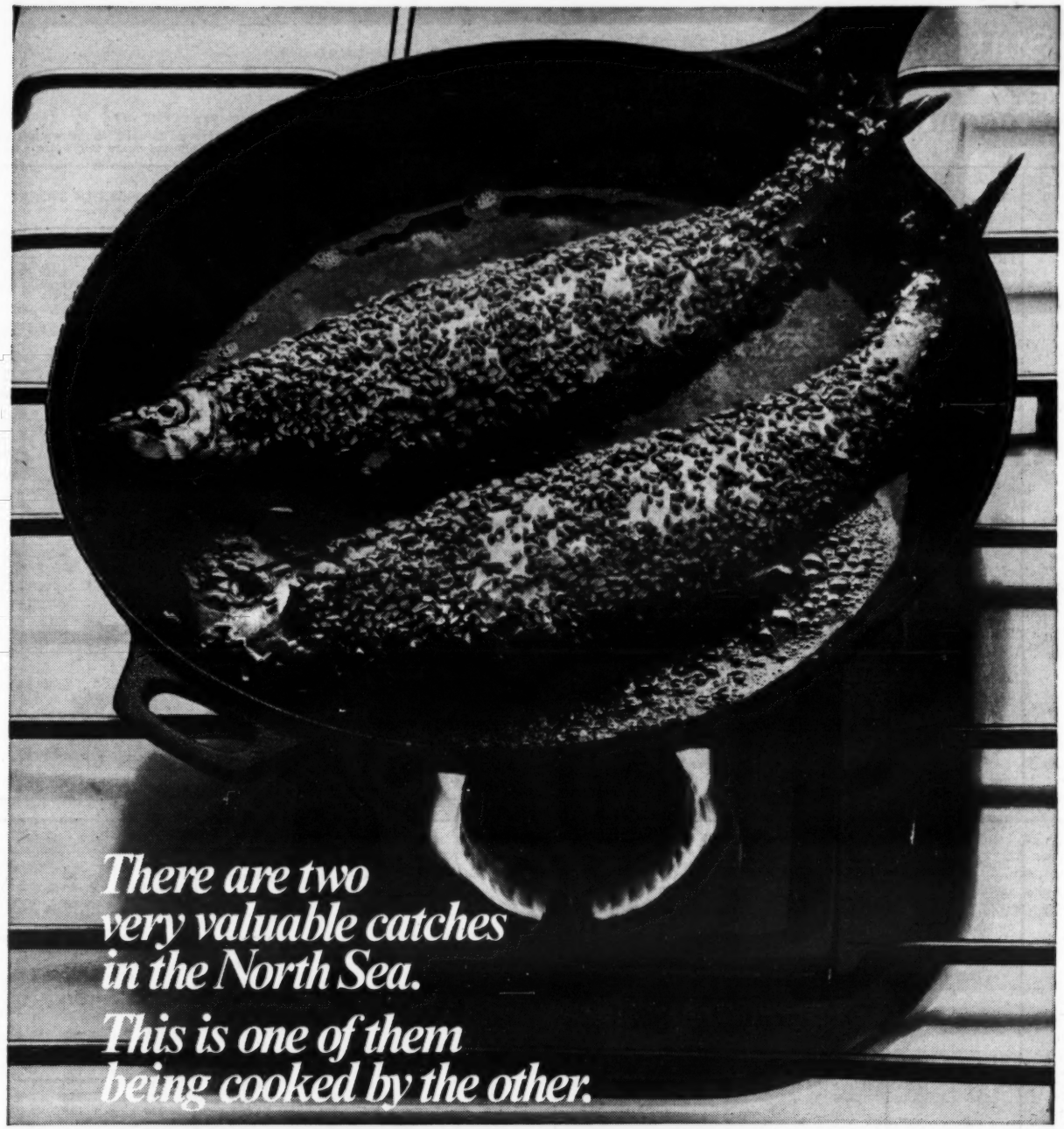
Visitors from European countries in September numbered 129,000. This was a rise of 22,000 on the month and brought total European arrivals in the January-to-September period to 1,271,000 – an increase of 160,000 (14 per cent).

United States arrivals in September numbered 91,000, which represented a rise of 11,000 on the month and brought total United States visitors in the first nine months of the year to 650,000 – an increase of 68,000 (12 per cent) on the period.

Asian Development Bank

BNEC ASIA with the agreement of the Ministry of Overseas Development, is sponsoring a delegation to attend the first series of meetings of the Asian Development Bank in Tokyo from November 21 to 26.

The group will be led by Lord Jellicoe of S. G. Warburg.



The North Sea has long been known as a rich source of supply of herrings, but now it has yielded an even richer harvest—natural gas.

Natural gas will have many fish to fry—it will supply an increasing proportion of our national fuel requirements. Already enough has been found to enable the gas industry to plan the conversion of its distribution system, so that eventually natural gas will be used 'neat' throughout Britain. This will mean a big saving in transmission costs, since a given volume of natural gas will have twice the heating power of the gas we use at present and will also travel through the mains at higher pressure.

The gas industry is ready to make the most of this new indigenous source of energy—ready for . . .

. . . the new age of High Speed Gas

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1964															
4th quarter	127	130	148	143	125	107	159	124	177	191	154	+151	+ 76	+30	+15
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
3rd quarter						109									
1966															
March		135				110									
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August		135*				109									
September						108									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices							Series shown in thousands					
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964													
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter		109*	137·5	+3·7	114·6*	133·7*	169·8	322	253		161	157	
1966													
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	159*	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September		109*	137·6	+3·6	112·8*	133·7*	169·8	344	235		154	159	
October					113 2*	133·7*		377	217		150*	163*	

* Provisional. † Not seasonally adjusted.

United Kingdom trade in October

Summary

BECAUSE OF DISTURBANCES to the flow of trade in recent months, underlying trends remain uncertain. The high export figure in October may still reflect shipments delayed by the seamen's strike. Imports in the last two months have probably been influenced both by the impending removal of the temporary import charge and by the Government's economic measures.

TABLE 1 (A)
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—23
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—46
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
3rd quarter	425	513	16	—22*†
May	422	520	17	—30
June	345	466	15	—57
July	408	527	14	—49*
August	440	524	17	—17*
September	429	491†	15	— 1*
October*	442	480	18	+29*
May-July	392	504	15	—45*
August-October*	437	499	17	+ 4*

*Provisional estimates.
†Revised estimates.

TABLE 1 (B)
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·4
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9†	499·7†	14·1†
September	406·4†	495·2†	13·7†
October*	442·5	478·9	18·1

*Provisional estimates.
†Revised estimates.

Trade balance

In October, the trade balance was a surplus of £29 million, seasonally adjusted. This follows marked reductions in the deficit in each of the two previous months. In the first ten months of 1966 the deficit averaged £22 million a month, compared with £25 million a month in the corresponding period of 1965, and £45 million a month in 1964 as a whole.

Exports

Exports in October at £442 million, seasonally adjusted, reached a record level well above the pre-strike rate. This total may well have been still inflated by goods delayed through the strike, and the underlying trend remains difficult to judge. In the first ten months of this year the value of exports was about 6 per cent higher than in the corresponding period of 1965.

Despite distortions in the figures, it seems clear that in recent months there has been some weakening in exports to the Common Market countries: at the same time exports to the United States of America have continued to increase. Exports of machinery have grown strongly this year.

Imports

Imports in October at £480 million, seasonally adjusted, fell appreciably for the second month running after the high figures which followed the seamen's strike. In the last two months they have averaged £486 million, well below the average of £509 million a month in the first eight months of this year. The recent lower level reflects markedly reduced arrivals of manufactured goods, with chemicals, other semi-manufactured and finished goods all lower. As most of these imports are subject to the temporary import charge, it seems probable that the reductions reflect an anticipation of the removal of the charge at the end of this month. But imports generally may also be beginning to reflect the impact of the Government's economic measures.

In the area pattern of trade, most of the recent decline has been in imports from manufacturing countries in Western Europe and North America.

NOTE

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

A special machine leaving the works of Dawson Bros. Ltd., Gomersal, near Leeds, for installation in a bakery in West Berlin. The machine is designed to wash, rinse, dry and cool strap tins automatically at the rate of 16 per minute.

Machine tool orders and deliveries in September

THE MINISTRY of Technology report that in September 1966 total deliveries of machine tools were valued at £15.2 million and net new orders at £12.7 million. Orders outstanding at the end of the month amounted to £105.2 million.

Home market

Home deliveries continued to rise; the seasonally adjusted value of £10.8 million represented the highest monthly volume of deliveries yet achieved by the industry. In the first nine months of the year home deliveries were 17 per cent higher than in the same period of 1965. Home net new orders are usually low in September, and allowing for seasonal factors were close to the all-time record reached in July 1965. They thus offset the lower figure in August and now appear to be keeping close to the level of almost £10 million per month reached during 1965. Home orders outstanding, experiencing the usual seasonal drop, stood at £75.7 million – still higher than a year earlier, representing about eight months' work at current delivery rates.

Export

Export deliveries, at £3.4 million, seasonally adjusted, continued to show an upward trend even after allowance for shipments delayed by the seamen's strike, and again exceeded net new orders. The latter, at £2.7 million, seasonally adjusted, were slightly below the average for earlier months of the year, and appear, in general, to have resumed the downward trend which set in early in 1965. In the first nine months of the year export deliveries were 17 per cent lower than in 1965, and new orders were 14 per cent lower. Export orders outstanding at the end of September stood at £29.6 million, which is slightly less than at the same time in 1965. These represent about nine months' work at current rates of delivery.

Total

With both export and home market deliveries moving up, total deliveries in September at £14.2 million, seasonally adjusted, continued the recent acceleration of the long-term growth rate. With the upward trend in home orders more than offsetting the fall in the smaller export market, total net new orders also continued the recent recovery from the slight recession around the end of last year.

Table 1. Metal working machine tools orders and deliveries recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,805
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1965 1st quarter	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter	35,542	7,855	27,687	107,716	30,046	77,670	38,352	9,633	28,718
3rd quarter*	38,321	9,634	28,689	105,218	29,553	75,664	35,824	9,141	26,682
4th quarter									
1965 January	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,801	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April	10,543	2,187	8,356	107,449	29,780	77,670	13,087	3,699	9,388
May	11,987	2,763	9,224	107,074	30,354	76,720	11,612	3,337	8,274
June	13,012	2,905	10,106	107,716	30,046	77,670	13,653	2,597	11,056
July*	11,417	2,798	8,719	109,224	30,902	78,321	13,025	3,654	9,370
August*	11,621	3,153	8,469	107,683	30,402	77,282	10,081	2,652	7,429
September*	15,183	3,683	11,501	105,218	29,553	75,664	12,718	2,835	9,883
October									
November									
December									
January-September 1965	104,679	32,003	72,675	102,342	29,651	72,695	119,238	31,706	87,532
January-September 1966*	111,739	26,553	85,186	105,218	29,553	75,664	112,762	27,246	85,515
Percentage change	+7	—17	+17	+3	N/C	+4	—5	—14	—2

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Table 2. Metal working machine tool orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,289	40,704	100,585	105,832	28,803	77,029	159,335	40,045	119,290
1965 1st quarter	34,153	10,444	23,709	92,712	30,165	62,547	39,079	11,147	27,932
2nd quarter	35,002	11,796	23,206	96,576	29,831	66,745	38,867	11,462	27,405
3rd quarter	35,244	9,903	25,340	102,791	28,844	73,947	41,459	8,917	32,542
4th quarter	36,890	8,561	28,329	105,832	28,803	77,029	39,931	8,520	31,411
1966 1st quarter	34,833	8,206	26,626	107,308	29,367	77,941	36,308	8,770	27,538
2nd quarter	36,867	8,292	28,575	109,113	30,189	78,924	38,672	9,115	29,557
3rd quarter*	40,391	10,357	30,034	107,663	28,971	78,692	38,941	9,139	29,802
4th quarter									
1965 January	10,921	3,571	7,350	91,989	29,855	62,134	15,125	3,965	11,160
February	11,788	3,566	8,222	91,424	29,543	61,881	11,223	3,254	7,969
March	11,444	3,307	8,137	92,712	30,165	62,547	12,731	3,928	8,803
April	11,211	3,316	7,895	93,591	30,879	62,713	12,091	4,030	8,061
May	11,711	3,613	8,097	96,243	31,492	64,751	14,362	4,227	10,135
June	12,080	4,866	7,214	96,576	29,831	66,745	12,413	3,205	9,208
July	11,005	3,076	7,929	101,666	29,753	71,913	16,095	2,999	13,096
August	11,995	3,484	8,511	102,667	29,422	73,245	12,996	3,152	9,844
September	12,244	3,344	8,900	102,791	28,844	73,947	12,369	2,766	9,603
October	11,293	2,649	8,645	104,243	29,310	74,933	12,746	3,115	9,631
November	12,766	3,099	9,667	104,778	28,939	75,839	13,300	2,727	10,573
December	12,831	2,814	10,017	105,832	28,803	77,029	13,885	2,678	11,207
1966 January	10,823	2,330	8,493	105,581	29,473	76,108	10,572	3,000	7,572
February	10,979	2,750	8,229	105,629	29,198	76,431	11,026	2,475	8,551
March	13,031	3,126	9,905	107,308	29,367	77,941	14,710	3,295	11,415
April	11,397	2,517	8,880	108,838	30,563	78,275	12,927	3,714	9,213
May	11,966	2,887	9,079	108,307	30,719	77,588	11,434	3,042	8,392
June	13,504	2,888	10,616	109,113	30,189	78,924	14,311	2,359	11,952
July*	12,117	3,082	9,035	108,907	30,769	78,138	11,910	3,662	8,248
August*	14,069	3,878	10,191	106,254	29,689	76,565	11,416	2,798	8,618
September*	14,207	3,398	10,809	107,663	28,971	78,692	15,615	2,679	12,936
October									
November									
December									
Average of the latest 3 months (4)*	13,464	3,452	10,011	107,663	28,971	72,692	12,980	3,046	9,934
Average of the previous 3 months (4)	12,289	2,764	9,525	109,113	30,189	78,924	12,891	3,038	9,852
Percentage change	+10	+25	+5	—1	—4	N/C	+1	N/C	+1

*Provisional
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(4) Orders outstanding refer to end of 3 month periods.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday, November 11, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
A Penny for Your Thoughts	Br/E 31768	39	November 7	Gala Film Distributors Ltd.	Donwin Productions Ltd.
Jet Travellers	Br/E 31769	18	November 7	Cross-Channel Film Distributors Ltd.	Puritan Films Ltd.
Mining Review No. 3 – 20th Year	Br/E 31770	10	November 7	Data Film Distributors Ltd.	National Coal Board
Ambush at Devil's Gap:					
Ep. 1. Strangers in the Snow	Br/E 31775	15	November 11	Children's Film Foundation Ltd.	Rayant Pictures Ltd. for Children's Film Foundation Ltd.
Ep. 2. Secret of the Castle	Br/E 31776	17	November 11	" "	" "
Ep. 3. The Arrest	Br/E 31777	16	November 11	" "	" "
Ep. 4. Trapped	Br/E 31778	16	November 11	" "	" "
Ep. 5. No Escape	Br/E 31779	16	November 11	" "	" "
Ep. 6. Ambush	Br/E 31780	15	November 11	" "	" "
Movietone News 1952	Br/E 31367	7	November 11	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1952A	Br/E 31368	8	November 11	" "	" "
Pathe News 66-89	Br/E 31436	8	November 11	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-90	Br/E 31437	7	November 11	" "	" "
			FOREIGN		
Shadow of Evil	F 31771	92	November 9	Gala Film Distributors Ltd.	P.A.C. and C.I.C.C., Paris, and Dama Films, Rome.
The Invincible Gladiator	F 31772	92	November 9	" "	Columbus Film, Rome, and Atenea Film, Madrid.
Seconds	F 31773	105	November 9	Paramount Film Service Ltd.	Paramount Pictures Corp.
Rage	F 31774	103	November 11	Columbia Pictures Corp. Ltd.	Cinematografica Jalisco S.A., Mexico D.F.

WHOLESALE PRICE INDEX NUMBERS

Output prices remain steady

THE PROVISIONAL INDEX for prices of manufactured goods sold on the home market in October was unchanged from the average for the third quarter. This index has shown no significant change since July, as against an increase of some 2 per cent in the first six months of the year. This broad pattern of a levelling off in the upward trend of output prices is apparent in both the food and non-food sectors.

Prices of materials and fuel used in manufacturing industry rebounded a little in October from the falls experienced in the previous two months but were still 2½ per cent below the high level reached in July. These movements in the index in recent months were due almost entirely to the sharp fall and subsequent partial recovery in copper prices and a small decline in the prices of food stuffs.

Materials and fuel used in broad sectors of industry

The provisional index for the food sector was slightly lower in October, as the net result of falls in the prices of oilcake, packing materials and imported wheat and a rise in the price of home grown wheat. In the non-food sector the index for the textile industries fell by over 1 per cent mainly as a result of a decrease in the price of raw wool. The index numbers for the mechanical and electrical engineering industries both moved up by over 1 per cent compared with the previous month, a reflection of the recent swing upwards in copper prices. There were no significant changes in the index numbers for the other broad groups of industries separately distinguished in Table 1.

The index numbers for construction and house building materials both rose marginally in October.

Output of broad sectors of industry

There was no change in the provisional index for the output prices of the food manufacturing industries. This was also true for all the non-food groups of industries with the exception of iron and steel, which moved down marginally following a reduction in the price of tinplate.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965		1966			1965	1966							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	Mar.	April	May	June	July	Aug.	Sept.	Oct.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·9	108·1	110·2	112·4	111·0*	107·4	110·3	112·0	112·6	112·5	112·6	110·9	109·6*	109·9*
	Basic materials	102·3	103·5	105·8	107·3	105·7*	103·0	105·9	106·9	107·6	107·5	107·5	105·5	104·1*	104·5*
	Fuel	141·8	143·4	144·1	151·4	151·9*	142·9	144·1	151·4	151·4	151·4	151·8	152·0	152·0*	152·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	110·5	111·5	113·7	116·8	114·6*	111·1	113·9	116·2	117·1	117·0	116·7	114·2	112·8*	113·2*
	Basic materials other than fuel	105·0	106·0	108·3	110·7	108·0*	105·6	108·7	110·0	111·1	111·0	110·6	107·6	105·9*	106·4*
211 to 229	Materials and fuel used in the food manufacturing industries.	100·3	102·0	103·9	103·7	104·3*	101·0	103·5	103·6	103·8	103·6	104·6	104·6	103·8*	103·6*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·1	116·9	117·1	117·3	117·7*	116·7	116·8	117·4	117·5	117·2	117·9	117·9	117·3*	117·2*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	140·6	142·5	146·6	151·8	149·5*	141·5	147·6	151·1	151·9	152·4	152·5	148·6	147·2*	148·8*
361	Materials and fuel used in the electrical machinery industry.	131·2	133·8	139·0	146·6	144·2*	132·4	140·1	144·4	146·9	148·4	148·6	143·1	140·8*	142·6*
Order X	Materials and fuel used in the textile industries	94·3	96·3	96·6	98·8	97·7*	95·7	97·7	98·9	98·8	98·9	98·8	97·8	96·6*	95·3*
Order XIV	Materials and fuel used in the timber industries	120·3	120·6	121·0	122·0	122·7*	120·4	121·2	121·8	122·0	122·4	122·6	122·7	122·8*	122·7*
Order XV	Materials and fuel used in the paper industries	115·2	113·3	113·2	114·7	114·6*	114·2	113·3	114·5	114·8	114·8	114·9	114·5	114·4*	114·5*
Order XVII Part of Order XVII	Construction materials	130·9	131·4	131·9	134·1	134·3*	131·2	132·4	133·8	134·2	134·4	134·6	134·2	134·0*	134·1*
	House building materials	132·2	132·6	133·3	135·0	135·2*	132·4	133·8	134·6	135·0	135·4	135·6	135·1	134·8*	135·0*

*Provisional figure.

THE BRITISH EXPORT JOURNAL SERVING BRITISH INTERESTS IN THE RUSSIAN MARKET

THIS JOURNAL CAN HELP YOU TO SELL TO RUSSIA

Established in 1926 it has an authentic and valuable circulation in the U.S.S.R. where it is widely read in the principal factories, technical organisations and buying departments. Publicity through this journal has brought enquiries and new business to advertisers.

Send for a specimen copy and full details to

BRITISH INDUSTRY AND ENGINEERING

Walter House, Bedford Street, London, W.C.2

TEMple Bar 9058/9/0; 3685

SALE BY TENDER

THE COMMISSIONERS OF CUSTOMS AND EXCISE are prepared to receive tenders for the purchase of tobacco refuse of the following descriptions which may now or at any time prior to January 1, 1968, be in the Queen's Warehouses at London, Liverpool, Glasgow and Belfast, and may be at the disposal of the Commissioners:

TOBACCO STALKS

OTHER TOBACCO REFUSE (including OFFAL SNUFF but excluding COARSE REFUSE and SHORTS)

COARSE TOBACCO REFUSE (including SHORTS)

—at Belfast only

Tenders, on a monthly basis stating the months in which delivery will be required, must be submitted by December 15, 1966.

Applications for Tender Forms should be made to the Secretary, R.D. Section 1, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965		1966			1965	1966							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Oct.	Mar.	April	May	June	July	Aug.	Sept.	Oct
Orders III to XVI	All manufactured products: Total sales	129·1	129·7	130·9	132·3	133·0*	129·4	131·4	131·9	132·3	132·6	132·8	133·2	133·1*	133·0*
	Home market sales	130·4	130·9	131·8	133·1	134·0*	130·6	132·3	132·8	133·1	133·4	133·8	134·1	134·0*	134·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	128·6	129·3	130·5	132·2	132·8*	128·9	131·1	131·8	132·2	132·6	132·9	132·9	132·8*	132·8*
	Home market sales	129·9	130·5	131·4	133·1	133·7*	130·2	131·9	132·7	133·1	133·4	133·8	133·8	133·7*	133·7*
211 to 229	Products of the food manufacturing industries: Home market sales	120·1	121·1	122·3	123·3	123·6*	120·4	122·7	123·0	123·5	123·5	123·9	123·6	123·3*	123·3*
263 to 277	Chemicals and allied industries: Total sales	108·1	108·0	108·9	109·0	109·2*	107·9	109·3	109·1	109·1	109·0	109·2	109·3	109·2*	109·2*
	Home market sales	109·3	109·2	109·9	109·8	110·2*	109·1	110·1	110·0	109·9	109·7	110·1	110·3	110·1*	110·1*
311 and 312	Iron and steel industries: Total sales	132·2	132·1	132·5	136·0	136·7*	132·1	132·4	135·7	136·0	136·4	136·6	136·7	136·7*	136·6*
	Home market sales	137·2	137·1	137·2	141·6	142·0*	137·1	137·2	141·2	141·7	142·0	142·0	142·1	142·1*	142·0*
Order X	Textile industries other than clothing: Total sales	111·3	112·0	112·9	113·6	113·9*	112·1	113·4	112·9	113·7	114·3	113·9	114·2	113·6*	113·6*
	Home market sales	110·2	111·0	111·4	112·1	112·6*	110·9	111·5	111·9	112·1	112·4	112·6	112·7	112·6*	112·6*
Order XII	Clothing and footwear: Home market sales	115·7	116·3	117·3	118·9	119·9*	116·1	117·6	118·6	118·7	119·4	119·8	120·0	120·0*	120·0*
Order XIV	Timber industries: Home market sales	122·9	123·5	124·3	125·0	125·6*	123·3	124·6	124·9	125·0	125·3	125·4	125·6	125·7*	125·7*
481 to 483	Paper industries: Home market sales	118·6	119·0	119·9	120·4	120·6*	118·6	120·1	120·3	120·5	120·4	120·5	120·5	120·6*	120·6*
Order XVI	New construction‡	134	136	139	140	140*		139			140			140*	

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
10/- plus Post 1/-

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

The Publisher. The quarterly journal for Publishing Management. Single copies 7s. 6d., post free. Subscription rate £1 10s. 0d. per annum or £3 0s. 0d. for three years. Overseas, £1 15s. 0d. per annum or £4 0s. 0d. for three years.

The Publishers Circular Ltd., 79, Limpsfield Road, Sanderstead, Surrey.

PUBLISHING & DISTRIBUTING CO. LTD.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6534/5

Wanted STOCKS for CASH

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.

23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.1
Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0708

?

BEING SQUEEZED

Then why not save money time and temper by using

Bowen & Court

8-9 EAST HARDING STREET, E.C.4. LUD 0854

EXPORT INVOICES

ONLY 64/- PER 1,000 PLUS POSTAGE

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1965	1966			
	Oct.	April	Aug.	Sept.	Oct.
Coal†	153·7	172·0	169·6	169·6*	169·6*
Slates	183·9	183·9	183·9	183·9	183·9
Salt	111·0	110·6	110·6	110·6	110·8
Flour	117·3	117·3	120·5	120·5	120·5
Sugar, refined	111·4	111·5	108·5	109·7	110·3
Chocolate and sugar confectionery	111·2	111·3	110·7	111·0*	111·0*
Beer	127·2	128·3*	136·3	136·2	136·2*
Tobacco and cigarettes	154·6	154·6	154·6	154·6	154·6*
Hard coke	177·0	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	122·7	131·5	131·5	131·5
Medium fuel oil (950 secs.)	138·9	138·9	140·8	140·8	140·8
Lubricating oils and greases	128·9	130·0	131·9	131·4	131·3*
General chemicals	100·8	103·0	104·1	104·1*	104·1*
Pharmaceutical chemicals	62·9	59·0	57·8	57·7*	57·7*
Pharmaceutical preparations	101·4	102·9	103·2	103·2	103·2*
Toilet preparations	142·2	146·5	148·7	148·7	148·7*
Paint for building and decorating	116·3	116·7	116·8	116·8	116·8*
Soap	155·3	154·7	155·0	155·0	115·0*
Soapless detergents	106·4	106·4	106·4	106·4	106·4*
Synthetic resins and plastic materials	74·8	74·6	74·6	74·5	74·5*
Steel sheets	135·4	135·1	137·9	137·9	137·9
Tinplate	127·2	131·7	131·7	131·7	130·5
Other steel goods (excluding tubes)	136·5	141·2	141·5	141·5	141·6*
Steel tubes	144·2	148·6	151·7	151·7	151·7
Iron castings	150·1	154·8	155·9	156·2*	156·2*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	151·2	151·9	151·9	151·9
Rolled	136·5	141·6	142·2	142·2	142·2
Castings	144·1	146·6	152·8	152·8	152·8
Forgings	138·3	138·3	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	149·2	221·9	160·1	146·2	166·5
Photographic paper and films, etc.	126·1	126·4	126·4	125·8	125·7*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·4	142·9	146·5	147·6*	147·6*
Gramophone records	138·5	146·5	146·5	146·5	146·5
Domestic electrical appliances	101·8	102·7	103·4	103·4	103·4*
Perambulators, etc.	128·0	130·5	130·7	130·7	130·7*
Tools and implements	151·9	154·7	156·4	156·4	156·4

	1965	1966			
	Oct.	April	Aug.	Sept.	Oct.
Cutlery	136·1	137·5	139·3	139·3	139·3*
Cutlery (other than razors and razor blades)	140·3	144·8	149·1	149·1	149·1*
Spoons and forks	157·8	§163·2	168·2	168·2*	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	158·0	§168·0	171·2	171·2	171·2
Domestic gas appliances	113·2	113·5	113·5	113·5	113·5
Cotton yarn	97·9	98·2	99·6	99·6	99·4
Spun rayon yarn	107·5	103·3	102·8	102·8*	102·8*
Irish linen yarns (wetspun)	124·3	127·6	127·6	127·6*	128·9*
Cotton cloth	107·0	107·0	107·9	107·6*	107·4*
Linen	133·3	136·2	137·2	137·3*	137·3*
Rayon and acetate fabric	121·1	121·0	121·9	121·9*	121·9*
Wool tops	83·0	81·7	81·8	78·7	77·1
Worsted yarns	95·9	97·5	98·9	97·4	95·5
Harris tweed	111·8	111·8	115·3	115·3	115·3
Serge cloth	100·5	103·3	104·5	104·5*	104·5*
Jute yarn	125·4	134·2	138·9	138·8	137·4
Jute piece-goods	128·4	141·9	147·6	147·6	147·6
Rope, twine and net	122·3	119·6	119·5	119·5	119·5
Hosiery and other knitted goods	101·3	102·0	102·8	103·0*	103·0*
Carpets and rugs	127·9	127·6	131·7	131·7	131·7*
Canvas goods and sacks	116·7	121·3	117·9	116·8*	116·8*
Leather for footwear	116·1	132·1	132·4	131·2*	131·2*
Travel goods	128·9	132·3	136·9	136·9	136·9*
Made-up clothing	115·6	117·5	119·0	119·1*	119·1*
Weatherproof outerwear	105·0	106·2	107·4	107·4*	107·4*
Men's and boys' tailored outerwear	118·0	119·3	121·2	121·2*	121·2*
Women's and girls' tailored outerwear	112·0	116·6	117·3	117·6*	117·6*
Women's and girls' light outerwear	113·9	114·8	116·7	116·7*	116·7*
Footwear (excluding rubber)	115·5	119·6	120·5	120·5*	120·5*
Refractory goods, including bricks	150·0	150·2	150·3	150·3	150·3
Non-refractory goods, including bricks	133·5	133·9	133·7	133·7*	133·7*
Building bricks, common, other than fletton, *ex works.*	140·5	140·8	141·6	141·6*	141·3*
Building bricks, fletton common, *delivered.*	119·3	120·0	120·0	120·0	120·0*
Electrical porcelain	133·1	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	150·8	151·3	159·2	161·7*	161·7*
Glass (other than containers)	137·6	139·5	142·7	142·7*	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7*

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figures.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.
Price 7s. (*by post* 7s. 6d.) Annual subscription £4 11s. 0d. including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Oct.	April	Aug.	Sept.	Oct.
Cement, delivered	131·0	128·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1*
Cast stone and cast concrete products	118·5	118·9	118·2	118·2	118·2*
Home-grown hardwood	107·8	107·2	107·7	107·7*	107·7*
Domestic furniture	125·8	126·8	127·9	127·9*	127·9*
Bedding, etc.	118·5	121·3	120·6	120·6	120·6*
Wooden boxes, packing cases, crates, etc.	125·8	129·1	129·1	129·4	130·4*
Paper and board	115·1	115·4	115·4	115·4	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	119·9	123·0	123·2	123·5	123·5*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	124·5	123·3	123·3*	123·3*
Manufactured stationery	123·7	126·3	128·0	128·0*	128·0*
Other manufactures of paper and board	112·1	114·4	114·4	114·4	114·4*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	121·9	122·4	122·8	122·8*	122·8*
Rubber footwear	135·0	135·4	135·4	135·4	135·4
Linoleum and felt base	142·0	148·2	151·4	151·4	151·4
Brushes and brooms	143·0	145·1	145·4	145·4	145·4*
Toys and games	127·1	131·7	132·6	132·6*	132·6*
Sports equipment	138·8	143·9	144·5	144·5*	144·5*
Pens and pencils	115·7	116·0	116·2	116·2*	116·2*
Other stationers' goods	133·4	133·4	136·5	136·5	136·5
Plastic mouldings	106·2	105·8	106·8	106·8*	106·8*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965	1966			
	Oct.	April	Aug.	Sept.	Oct.
Hides and skins	103·7	141·7	136·0	120·5*	117·1*
Imported	110·8	157·1	147·6	130·7	125·0
Native	93·1	118·7	118·6	105·1	105·1*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	204·5	278·2	174·4	164·0	186·0
Lead, ex-ship, wharf or warehouse†	115·4	105·5	99·3	95·0	88·0
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	202·2	189·7	172·8	170·3	169·4
Zinc, ex-ship, wharf or warehouse	142·6	129·2	122·9	125·4	128·3
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	105·6	101·9	104·6	104·7	102·6
Palm oil, c.i.f., in bulk	108·1	102·3	101·8	105·0	103·0
Whale oil, acid, soft, naked, ex-works	82·4	89·9	92·7	88·9	88·9*
Pyrites, c.i.f., United Kingdom ports	64·7	71·6	71·3	71·3	69·6
Rubber, No. 1 R.S.S. one month future	97·0	100·8	95·1	90·3	92·2
Sulphur, crude (for acid making), c.i.f.	82·0	104·7	139·7	139·7	139·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·5	161·1	156·6	154·4	155·9*
Cotton, raw	69·9	68·5	66·8	65·3	64·4
Jute, raw, 'Export Firsts', c.i.f. Dundee	139·9	164·9	155·4	154·9	157·2
Jute, raw, 'Export Lightnings', c.i.f. Dundee	135·4	166·6	160·4	159·9	161·7
Silk, raw, delivered mill	144·1	157·8	157·2	163·1*	166·0*
Sisal, East Africa No. 1 Grade, c.i.f. London	97·1	93·4	98·0	95·5	91·9*
Wool, raw	83·1	87·1	85·7	83·2	80·3
Crossbred, medium and coarse, c.i.f. U.K.	95·2	90·2	87·1	84·9	84·5
Crossbred, fine, c.i.f. U.K.	84·7	90·6	90·7	88·2	84·2
Merino, c.i.f. U.K.	76·8	83·7	82·3	79·9	76·5
Timber:					
Imported hardwood (ex-yard or wharf)	115·6	117·0	118·4	118·2*	118·3*
Imported plywood (delivered to consumers)	116·1	116·5	117·2	117·2	116·9
Imported softwood (delivered to consumers)	118·5	118·7	119·4	119·2	118·9
Woodpulp, imported	103·1	100·7	100·8	100·7	100·7*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 25, 1966.

Government Publications

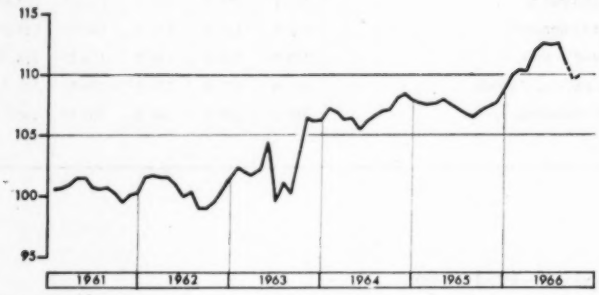
required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13A Castle Street, Edinburgh 2

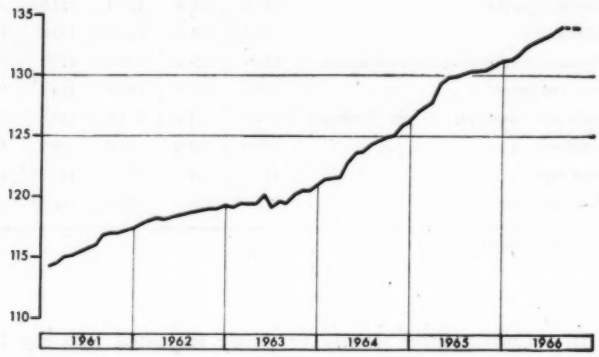
WHOLESALE PRICE INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

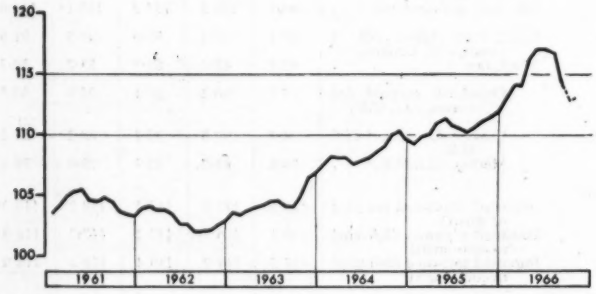


OUTPUT (HOME MARKET)

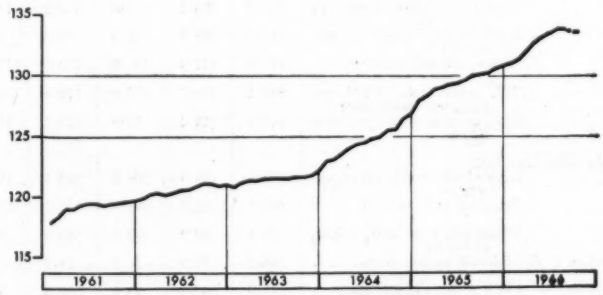


MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED

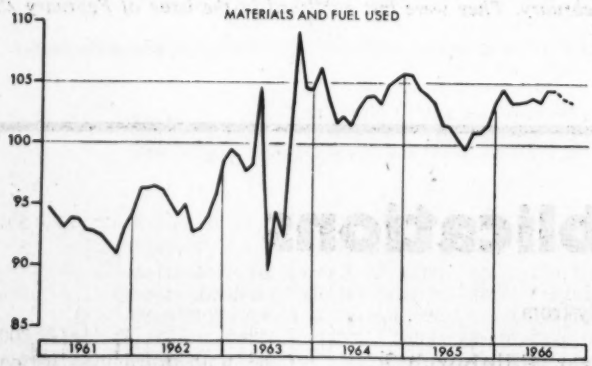


OUTPUT (HOME MARKET)

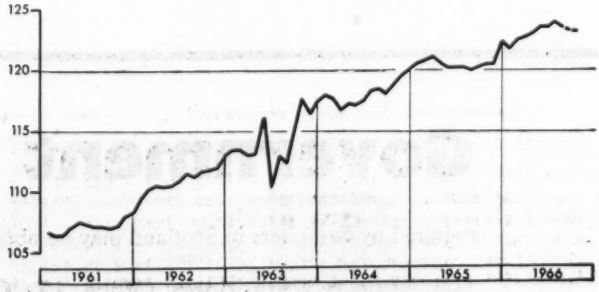


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



OUTPUT (HOME MARKET)



Operating and traffic statistics of the United Kingdom airways corporations and private companies

DURING MAY 1966 capacity ton miles offered by United Kingdom airlines on their scheduled services increased by 14.5 per cent and total traffic carried (in terms of load short ton miles) by 14.7 per cent compared with May 1965; 1,107,801 passengers were carried, or 14.9 per cent more than in May 1965, and these passengers travelled 731.9 million passenger miles, or 8.3 per cent more. Freight ton miles rose by 41.6 per cent and mail ton miles by 11.0 per cent. The overall load factor remained unchanged at 51.1 per cent.

During the four-week period ended May 28, 1966, capacity operated on BOAC's scheduled services went up by 12.8 per cent compared with the corresponding period in 1965, capacity on Western routes increased by 23.4 per cent and on Eastern routes by 2.7 per cent. Total traffic carried rose by 17.0 per cent on Western services and by 6.5 per cent on Eastern services. The total of 109,529 passengers carried by BOAC was 6.9 per cent more than during May 1965, and these passengers flew 363.6 million passenger miles or 1.3 per cent more. The overall load factor fell from 47.5 per cent to 47.1 per cent.

BEA offered a total of 14.2 per cent more capacity on scheduled services in May 1966 than in May 1965; capacity on international services increasing by 12.6 per cent and on domestic services by 18.8 per cent. Total traffic carried rose by 15.6 per cent. 397,844 passengers, or 16.6 per cent more, travelled on international routes and 280,967, or 4.5 per cent more travelled on domestic routes. These passengers flew 182.5 million passenger miles or 19.2 per cent more on international services and 70.5 million passenger miles or 3.3 per cent more on domestic services. The overall load factor rose from 59.2 to 59.9 per cent.

The private companies provided 29.4 per cent more capacity ton miles on scheduled services in May 1966, than in May 1965; international capacity showing an increase of 15.9 per cent and domestic capacity showing an increase of 67.8 per cent. Passengers carried totalled 306,489 or 27.7 per cent more, and these passengers flew 71.7 million passenger miles or 29.6 per cent more. There was an increase of 24.3 per cent in the number of passengers carried on international routes and an increase of 29.8 per cent on domestic routes. International freight traffic went up by 12.9 per cent while domestic freight rose by 142.9 per cent. The overall load factor fell from 53.7 per cent in May 1965 to 53.4 per cent in May 1966.

The principal statistics of revenue traffic on United Kingdom scheduled air services for May 1966 are summarized in the adjoining table.

	BOAC		BEA		PRIVATE COMPANIES	
	May 1966 (1)	% change on May 1965	May 1966	% change on May 1965	May 1966	% change on May 1965
Scheduled Services						
Aircraft miles flown	5,175,000	— 6·5	4,801,000	+14·8	2,674,000	+19·6
Passengers carried	109,529	+ 6·9	678,811	+11·3	306,489	+27·7
Passenger miles	363,627,000	+ 1·3	253,044,000	+15·4	71,670,000	+29·6
Available seat miles	648,430,000	— 1·0	401,157,000	+14·0	142,797,000	+29·8
Passenger load factor %	56·1	56·8 (2)	63·1	62·9 (2)	50·2	50·3 (2)
Freight carried (short tons)	3,303	+44·4	11,054	+30·4	20,150	+25·1
Mail carried (short tons)	532	+10·4	1,487	+26·6	113	+56·9
Load short ton miles	51,734,000	+11·8	28,228,000	+15·6	10,354,000	+28·7
Capacity short ton miles	109,814,000	+12·8	47,089,000	+14·2	19,402,000	+29·4
Overall load factor %	47·1	47·5 (2)	59·9	59·2 (2)	53·4	53·7 (2)
Non-scheduled Services						
Aircraft miles flown	303,000	—30·7	285,000	+25·0	4,430,000	+33·4
Capacity short ton miles	4,857,000	—12·6	3,382,000	+46·6	44,071,000	+44·6

(1) May 1-28, 1966. (2) May 1965 actual load factors.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 per year, post free:

Gramophone Records for August 1966.
Cars and Commercial Vehicles for September 1966.
Motor Cycles, Three-Wheel Vehicles, Pedal Cycles and Parts for August 1966.
Wheeled Tractors for August 1966.

Quarterly at 7s. 6d. a year, post free:

Electric Light Fittings for April-June 1966.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the two weeks ended October 8, 1966:

Distributors' earnings submitted.		
High cost films	£263,229	
Low cost films:		
Eligible (after multiplying by 2½)	£18,098	
Not eligible for 2½ times rental	£2,699	
		£284,026
Films of less than 3,000 feet (after multiplying by 2½)		£26,475
		£310,501
Levy collections paid to Agency by HM Customs and Excise to October 31, 1966, approximately covering entertainments for the two weeks ended October 8, 1966		£179,800

The twelfth interim allocation for the ninth distribution period will be at the rate of 51 per cent.

National food survey: household food consumption

THE ACCOMPANYING TABLES present in summary form some of the results from the National Food Survey for the second quarter of 1966. These data were derived from an analysis of nearly 2,000 households, each of which participated in the Survey for one week. Some additional results by type of household are published in the *Monthly Digest of Statistics*. Particulars of the sampling scheme and the technique of the Survey are to be found in the detailed Annual Reports of the National Food Survey Committee[1]. The Survey does not include meals taken outside the home, purchases of sweets, soft drinks, pet foods or any casual food purchases which do not enter the household supply.

Average household food expenditure in the second quarter of 1966 is estimated at 36s. 8d. per person per week, 1s. 10d. (5.2 per cent) more than in the previous quarter and 1s. 8d. (4.9 per cent) more than in the second quarter of 1966. Nearly all of the annual increase in expenditure can be attributed to higher prices, particularly for fresh vegetables which were scarcer than in 1965 because of unfavourable weather conditions. This relative scarcity of fresh vegetables with some transfer of demand to quick-frozen and canned vegetables, also largely accounts for the increase in expenditure compared with the previous quarter.

Table 1 shows estimates of average household consumption per person per week for some 50 food items in the second quarter of 1966, together with estimates for earlier periods. Average domestic consumption of liquid milk (including welfare and school milk) again increased slightly, reaching 5.0 pints per person per week, its highest level since 1963. Consumption of butter and margarine was virtually unchanged compared with the previous quarter, purchases of margarine remaining about 8 per cent lower than a year ago.

[1] Domestic Food Consumption and Expenditure: 1964, HMSO, 1966.

Twelve Japanese businessmen and economists studying retailing in Britain visited Tesco's headquarters at Cheshunt, Herts, recently. They represented variously voluntary chains, supermarkets and departmental stores, chambers of commerce and university life. On arrival they were met by Mr. Leslie Porter, assistant managing director, and Mr. Laurence Don, director and secretary, of Tesco Stores (Holdings) Ltd., Miss D. Hyams, managing director, Tesco (Wholesale) Ltd., Mr. A. E. Thrush, managing director, Tesco Supermarkets Ltd., and Mr. H. Lubliner, director in charge of Tesco Home n' Wear. The visit, organized by the Japan Productivity Centre and the Board of Trade, included a two-hour question-and-answer session in the boardroom, when the directors outlined the company's financial and organizational structure.

Apart from seasonal fluctuations, household consumption of lard and compound cooking fat has remained steady at just over 2 oz. per person per week during the past 10 years. Average consumption of carcase meat fell seasonally to 16.4 oz. per person per week, approximately the same level as a year previously. A decrease of 4

Table 1. Estimates of average household food consumption

oz. per person per week (a)

	Year 1964	Year 1965	April-June 1965	Jan.-Mar. 1966	April-June 1966
Total Domestic Food Expenditure	33s. 0d.	34s. 5d.	35s. 0d.	34s. 11d.	36s. 8d.
Liquid milk (pints)	4·85	4·85	4·89	4·95	5·00
Other milk (eq. pints)	0·29	0·31	0·29	0·32	0·30
Cheese	3·17	3·20	3·16	2·99	3·19
Butter	5·98	6·10	6·00	5·97	5·96
Margarine	3·35	3·04	3·10	2·81	2·86
Lard and compound cooking fat	2·12	2·12	1·99	2·12	2·07
Eggs: purchases (number)	4·40	4·47	4·55	4·63	4·39
consumption (number)	4·73	4·78	4·91	4·88	4·73
Preserves	2·96	2·99	3·10	2·96	2·93
Sugar	17·37	17·56	17·02	16·68	16·86
Beef and veal	8·53	8·08	7·92	8·72	7·58
Mutton and lamb	6·30	5·90	5·87	5·78	6·13
Pork	2·33	2·80	2·51	2·92	2·66
Bacon and ham, uncooked	5·32	5·43	5·78	5·41	5·63
Bacon and ham, cooked (including canned)	0·94	0·89	0·99	0·82	1·01
Poultry and cooked chicken	2·82	3·51	3·58	4·03	4·42
Other cooked meat (not canned)	0·71	0·68	0·74	0·63	0·70
Other canned meat	2·13	2·24	2·21	1·86	2·07
Offals	1·47	1·40	1·29	1·59	1·30
Sausages, uncooked	3·70	3·72	3·50	3·82	3·37
Other meat products: meat pies (b)	2·36	2·35	2·33	0·70	0·80
Other (b)				1·72	1·72
Fish, fresh and processed	4·49	4·32	4·27	4·33	4·04
Canned fish	0·83	0·80	0·89	0·74	1·01
Fish and fish products, quick frozen	0·62	0·65	0·64	0·78	0·77
Fresh green vegetables	13·84	14·31	13·41	10·86	11·30
Other fresh vegetables	10·43	10·39	7·93	10·80	7·39
Quick frozen vegetables	0·96	0·97	1·32	1·28	1·66
Canned peas	3·09	2·95	3·16	2·93	3·22
Canned beans	3·10	3·22	3·02	3·18	3·32
Potatoes: purchases	48·14	48·38	44·67	52·18	44·95
consumption	54·11	53·24	47·06	56·39	49·28
Citrus fruit	4·37	4·32	4·89	6·30	5·27
Bananas	3·31	3·56	3·73	3·28	3·44
Apples	7·07	7·36	6·47	7·02	6·52
Fresh tomatoes	4·22	3·92	4·47	2·08	4·06
All other fresh fruit	3·60	3·54	3·61	1·77	3·86
Canned fruit	5·74	5·58	6·25	5·20	6·12
Dried fruit, nuts and fruit and nut products	1·17	1·18	0·86	0·98	0·89
Flour	6·07	6·09	5·81	6·24	5·89
White bread	36·03	34·32	34·80	32·06	32·61
Brown, wholewheat and wholemeal bread	3·22	3·53	3·51	3·44	3·60
Other bread	2·72	2·75	2·63	2·57	2·76
Buns, scones and teacakes	1·58	1·88	1·89	1·94	1·65
Cakes and pastries	4·87	4·82	5·03	4·77	5·16
Chocolate biscuits	0·96	1·07	1·07	0·94	0·98
Other biscuits	4·77	4·76	4·89	4·38	4·77
Breakfast cereals	2·02	1·97	1·97	1·89	2·31
Oatmeal and oat products	0·96	0·99	0·71	0·90	0·63
Canned milk puddings (c)	1·54	1·54	1·45	1·53	1·51
Tea	2·69	2·61	2·62	2·57	2·62
Instant coffee	0·23	0·26	0·26	0·32	0·25
Canned soups	2·67	3·00	2·30	4·02	2·58
Pickles and sauces	1·11	1·15	1·07	1·13	1·22

(a) Except where otherwise stated.
(b) Not available as separate items before 1966.
(c) Figures prior to 1966 relate to all puddings.

Source: Ministry of Agriculture, Fisheries and Food.

Table 2. Average intake of calories, proteins and calcium, in the years ended June 1965 and June 1966, in different types of family (as a percentage of recommended allowances)

	Calories		Protein		Calcium	
	Year ended June:					
	1965	1966	1965	1966	1965	1966
All households	107	107	104	105	108	109
Households with one man and one woman and:						
One child	114	111	112	111	116	115
Two children	108	108	102	104	104	106
Three children	103	104	95	97	95	97
Four or more children	101	102	90	91	87	89
Adolescents	106	104	100	99	110	108
Children and adolescents	98	97	88	88	93	94
Other households with:						
Children	101	98	95	94	96	96

Source: Ministry of Agriculture, Fisheries and Food.

per cent in average household consumption of beef and veal over the year was offset by increases of 4 per cent in mutton and lamb and of 6 per cent in pork. The increased demand for pork has, however, been accompanied by some decrease in bacon production, and average prices of bacon were 8 per cent higher than a year earlier while average consumption was 3 per cent lower. Consumption of poultry continued to increase, reaching a new high level of 4.4 oz. per person per week compared with 3.6 oz. a year previously. The average price of uncooked poultry was 2 per cent lower at 3s. 7d. per lb., which compares with an average of 5s. 0d. per lb. for carcase meat. Average consumption of fish and fish products was maintained at the previous year's level of 5.8 oz., a decrease of 5 per cent in fresh and processed fish being offset by an increase of 13 per cent in canned varieties. Because supplies of fresh vegetables were affected by the cold weather, housewives appreciably increased their purchases of canned and quick-frozen vegetables. Purchases of instant coffee, at 0.25 oz. per person per week, were about the same as a year previously.

Table 2 shows the extent to which estimated calorie, protein and calcium intakes met the allowances (recognized as particularly generous for the latter two nutrients) recommended by the British Medical Association, both in the average household and in families of different size and composition. The estimates relate to July to June years. After allowing for seasonal variations, the percentage adequacy of protein and calcium consumption in the average household showed little change from the previous year. In households with three children both percentages had increased, chiefly because of increased milk consumption. In households with four or more children an increased intake of calcium, and to a lesser extent of protein, was due to greater consumption of both meat and milk, although the decline in bread consumption continued. The percentage adequacy figures for calories and nutrients continued to show an inverse relationship with family size.

Assets and liabilities of hire purchase finance companies

AT THE END of September 1966 hire purchase, credit sale and other instalment debt owed to finance companies amounted to £883 million which showed a fall of £36 million during the quarter compared with an increase of £22 million in the second quarter and one of £3 million during the first quarter. The increase in the second quarter was, however, largely due to seasonal factors but the decrease in the third quarter reflected the lower level of new credit extended by finance houses following the tightening of the hire purchase regulation in July. During the third quarter other advances and loans, which had fallen back in the second quarter, increased by £17 million to continue the upward trend shown in recent years. These changes brought the total of selected assets at end of September to £1,107 million, £20 million lower than at the end of June.

On the liabilities side there was a fall of £24 million in deposits during the quarter offset by an increase in bills discounted. The fall in deposits was largely in deposits by United Kingdom banks (£18 million) but all other sources contributed to this fall apart from deposits by the personal sector. No significant change took place in other borrowing; but unearned finance charges fell by £5 million.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at						
	Dec. 31, 1962	Dec. 31, 1963	Dec. 31, 1964	Dec. 31, 1965	Mar. 31, 1966	June 30, 1966	Sept. 30, 1966
Assets with United Kingdom financial institutions other than banks	1	9	9	7	7	12*	12
Trade investments and investments in unconsolidated subsidiaries	27	32	41	54	50	53	52
Other securities	17	19	20	20	7	19	19
Hire-purchase, credit sales and other instalment credit outstanding (1)	622	659	803	894	897	919	883
Other advances and loans	58	77	117	133	138	124	141
Total of Selected Assets	725	796	990	1,108	1,099	1,127*	1,107
Selected liabilities							
Bills discounted with United Kingdom banks and discount houses	65	62	111	114	116	122	129
Deposits by:							
(a) United Kingdom Banks	49	71	84	106	109	109	91
(b) Other United Kingdom financial institutions	40	30	55	61	74	81*	78
(c) United Kingdom non-financial companies	128	175	203	255	241	257	250
(d) Other United Kingdom residents	34	42	66	96	99	105	113
(e) Overseas residents	86	72	86	136	141	152	148
Total deposits	337	390	494	654	664	704*	680
Other borrowing:							
(a) United Kingdom banks (net) (2)	82	85	116	113	111	92	93
(b) Other United Kingdom financial institutions	8	6	7	7	5	5	5
(c) United Kingdom non-financial companies	1	1	2	2	2	1	1
(d) Other United Kingdom residents	6	8	7	6	5	5	5
(e) Overseas residents	1	1	—	—	—	—	—
Total other borrowing	98	101	132	128	123	103	104
Unearned finance charges	64	71	88	96	96	95	90
Issued capital and reserves (3)	142	151	172	174	175	177	176
Total of Selected Liabilities	706	775	997	1,166	1,174	1,201*	1,179

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.
*Revised figures.

Turnover of the catering trades, laundries, dry cleaners and hairdressers in September

IN SEPTEMBER the total turnover of the catering and hairdressing trades showed much the same percentage increase over last year's figures as prevailed over the previous eight months taken together: for both the laundry and the dry cleaning trades, the September increase was rather smaller.

Catering trades

The total turnover of the catering trades, largely influenced by the experience of restaurants and public houses, showed a rather smaller increase in the third quarter of 1966 compared with the corresponding quarter of 1965, than recorded in the previous two quarters of the year. The increase for licensed hotels and holiday camps in the third quarter, seems to have been exempt from this flattening off in the rate of expansion, largely because of the exceptionally high increase in turnover in this September's figures as compared with September 1965, which may be due to an extension of the holiday season. The indices in the catering table have been revised, as is explained below.

Laundries and dry cleaners

In the third quarter the turnover of laundries and of dry cleaners showed much the same increases compared with 1965 – 2 per cent for laundries and 4 per cent for dry cleaners – as recorded

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS:																	
(£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	112(b)	95	114	128		91	94	99	109	110	121	130	130	125			
	1965	+6	+5	+7	+4	+7	+3	+8	+4	+11	+2	+8	+3	+4	+5	+9	+5	+6
	1966	+6(c)	+7	+6	+5		+7	+5	+9	+6	+7	+5	+5	+4	+6			
Licensed hotels and holiday camps																		
(£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	117(b)	76	117	157		71	73	83	96	111	140	165	166	143			
	1965	+6	+5	+7	+5	+7	+4	+9	+3	+13	Nil	+8	+6	+4	+3	+8	+6	+7
	1966	+5(c)	+6	+4	+6		+8	+3	+6	+2	+7	+4	+5	+6	+8			
Restaurants, cafes etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	113(b)	97	110	132		93	98	99	107	106	117	133	134	131			
	1965	+6	+6	+6	+5	+7	+6	+7	+4	+8	+1	+8	+4	+6	+5	+9	+5	+7
	1966	+5(c)	+6	+5	+4		+6	+4	+7	+3	+7	+5	+5	+3	+5			
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112(b)	98	116	122		94	96	102	114	112	120	123	123	120			
	1965	+6	+4	+8	+4	+7	+1	+9	+3	+13	+2	+10	+2	+4	+6	+9	+4	+6
	1966	+7(c)	+9	+8	+6		+7	+7	+11	+9	+7	+6	+6	+4	+7			
Canteens (d) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	104(b)	110	105	98		107	111	113	104	110	103	95	93	104			
	1965	+4	+9	+3	+2	+4	+8	+8	+10	Nil	+8	+1	+2	+4	+1	+2	+5	+5
	1966	+3(c)	+4	+2	+2		+2	+3	+6	+3	+1	+2	+3	+2	+2			

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The September 1966 period was the five weeks from August 28, 1966 to October 1, 1966; the September 1965 period was from August 29, 1965 to October 2, 1965.
(b) Index number for period January to September, 1966.
(c) Percentage change for period January to September 1966, compared with corresponding period of 1965.
(d) Includes catering contractors; outside catering contractors are included with restaurants, cafes, etc.

Robert Hough
WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE
VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14
and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488
RH ESTABLISHED 1860
PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

in the second quarter, which were rather smaller than the increases for the first quarter of the year.

Hairdressers

There was a 3 per cent increase in the turnover of hairdressing establishments in the third quarter of 1966, compared with the corresponding figure for 1965 – much the same percentage increase as in the first six months. This maintenance of the rate of increase was due to the influence of women's hairdressers: the turnover of men's hairdressers appears to be showing a modest rate of growth with increases from 3 per cent in the first quarter and 4 per cent in the second quarter to 5 per cent in the third quarter, compared with the corresponding periods in 1965.

Rebasing of catering monthly statistics

The monthly catering statistics have now been fully rebased on the results of the large scale inquiry into the catering trades which was taken for the year 1964. These results were published in the *Board of Trade Journal* of May 13, 1966, and were followed by a provisional rebasing of the monthly statistics on 1964=100, published in the *Board of Trade Journal* on May 20, 1966. This final rebasing of the monthly figures takes into account more fully changes in the structure of the catering trade and in the pattern of sales in 1964.

The monthly index numbers of catering turnover are based on the experience of a panel of voluntary contributors. The index numbers are obtained by projecting estimates of average monthly turnover in the base period (1964) by changes obtained by aggregating monthly figures of total turnover provided by the panel of contributors, and comparing them with the aggregate of the turnover of the same contributors in an earlier period. Separate estimates are made for the various kinds of business shown in the monthly tables, distinguishing within each kind of business multiple organizations (with 10 or more branches) and independent caterers (with fewer than 10 branches) and within each of these groups, for different turnover sizes.

Before calculation of the finally rebased series, the size and kind of business classification of contributors were verified against information from the 1964 inquiry and where necessary contributors were reclassified. The monthly pattern of contributors' sales in the base year was then recalculated in the revised size and kind of business groupings. The monthly returns of all contributors who had made regular monthly returns during 1964 were used for this purpose; these were aggregated by turnover size cell within each form of organization (multiple or independent) and kind of business, and the monthly pattern of trading shown by these contributors was used in conjunction with the estimates of turnover shown in the 1964 Inquiry to obtain estimates of total turnover in each month of the year. These monthly estimates form the basis of projections for later years.

Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126(b)	121	128	128		112	122	127	121	135	129	131	125	127			
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+4(c)	+6	+3	+3		+2	+7	+8	+1	+4	+4	+3	+3	+2			
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123(b)	121	124	123		116	122	123	118	129	126	128	121	122			
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+3(c)	+4	+3	+2		+1	+6	+5	+2	+3	+4	+3	+2	+2			
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	131(b)	121	135	135		106	121	134	127	144	134	137	133	136			
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+6(c)	+9	+4	+4		+3	+9	+14	—1	+7	+5	+4	+5	+3			

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	114(b)	110	116	118		105	108	114	115	118	114	120	118	116			
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+3(c)	+4	+2	+3		+3	+2	+6	+1	+4	+1	+4	+3	+3			
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	118(b)	112	117	124		114	110	112	114	117	120	126	124	123			
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+4(c)	+3	+4	+5		+3	+2	+4	+6	+5	+2	+4	+5	+6			
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	113(b)	109	115	116		102	107	115	115	118	113	118	117	113			
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+2(c)	+4	+1	+3		+2	+3	+6	—1	+4	Nil	+3	+2	+3			

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in September was 9 per cent less than in September 1965.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of production of tops and deliveries of woven fabrics (excluding blankets) were both 11 per cent less than in September 1965. The rate of deliveries of worsted yarn was 9 per cent less.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter	104·9	63·4	83·7	59·8	41·9	37·8	8·1
2nd quarter	102·1	60·1	81·8	57·1	42·4	31·7	6·3
3rd quarter	87·8	53·0	69·8	50·4	41·9	29·9	7·1
1965 July	31·7	21·0	24·1	17·2	16·6	11·5	2·4
August	23·6	13;6	19·3	14·9	11·6	8·9	2·5
September	36·9	23·4	27·5	21·0	16·9	13·6	3·2
1966 July	29·6	18·4	23·4	16·1	14·5	10·3	1·9
August	24·7	13·9	20·5	15·1	11·9	8·0	2·3
September	33·5	20·7	25·9	19·2	15·5	11·6	2·9

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

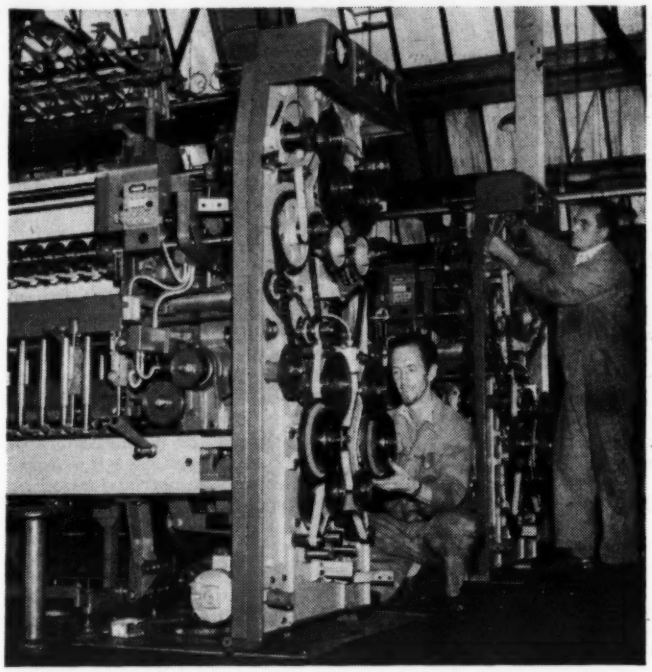
Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (*a*)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.	£m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1964								
1st qtr.	10·48	21·20	5·66	8·58	15·95	21·95	0·97	33·07
2nd qtr.	12·11	23·25	6·05	8·85	17·47	23·30	1·03	36·66
3rd qtr.	7·60	14·74	4·92	6·96	16·64	21·72	1·04	30·20
4th qtr.	8·19	15·96	5·46	7·73	17·17	22·46	1·07	31·89
1965								
1st qtr.	7·72	16·41	5·40	7·82	15·79	20·83	1·06	29·97
2nd qtr.	7·09	15·87	5·00	7·54	17·32	22·24	1·10	30·51
3rd qtr.	6·79	15·31	5·03	7·53	17·93	23·32	1·25	31·00
4th qtr.	7·38	16·41	5·08	7·31	16·96	22·39	1·17	30·58
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80
2nd qtr.	7·39	16·05	5·01	7·50	15·20	19·06	0·92	28·52
3rd qtr.	6·67	14·38	4·66	6·62	15·62	19·85	0·91	27·85

(*a*) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table: sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.



An installation of a number of Uniflex ASD ring spinning frames nearing completion at Salts (Ireland) Ltd., Tullamore, Eire. Prince-Smith & Stells Limited, Keighley, one of the world's largest manufacturers of textile machinery, carried out the contract which is valued at £200,000.

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of September was 5 per cent less than at the end of August. The rate of receipt of net new orders was 12 per cent less than in September 1965 and the rate of deliveries was 6 per cent less.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter	121	107	103
1966 1st quarter	122	100	101
2nd quarter*	127	101	97
3rd quarter*	109	74	91
1965 July	126	88	90
August	122	77	90
September	117	94	106
1966 July*	122	75	89
August*	115	64	85
September*	109	83	100

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Production in the cotton industry

THE VOLUME of production, which includes the processing of continuous filament yarns of man-made fibres, in the cotton industry in September was 8 per cent less than in September 1965.

Statistics issued by the Cotton Board show that in the period January-September the amount of cloth woven was 5 per cent less than in the corresponding period of 1965; production of single yarn and the amount of yarn doubled were both 6 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1965 September*	9·03	2·54	2·45	2·31	0·98	19·2	11·9
October	10·02	2·78	2·65	2·51	1·11	20·8	13·0
November	9·84	2·74	2·67	2·45	1·18	20·6	13·1
December*	8·58	2·42	2·28	2·14	1·11	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	1·15	19·1	13·1
February	9·35	2·80	2·52	2·31	1·14	19·2	12·9
March*	9·53	2·87	2·55	2·37	1·17	19·6	13·2
April	8·64	2·52	2·31	2·15	1·19	18·4	11·9
May	9·72	2·93	2·60	2·48	1·25	20·0	13·2
June*	7·19	2·31	2·09	1·90	1·07	18·2	12·0
July	7·64	2·18	2·13	2·06	1·04	11·2	8·5
August*	9·18	2·71	2·33	2·19	0·98	18·5	12·3
September	7·80	2·36	2·18	1·95	1·52	16·3	11·1

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries.
*Average of 5 weeks. †53-week period.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in September showed a decrease of 6 per cent on a year earlier. This compares with an increase of 3 per cent for August and no change for July.

For the third quarter as a whole sales were 2 per cent lower than in the corresponding period last year.

The value of stocks at the end of September was 8 per cent higher than a year earlier.

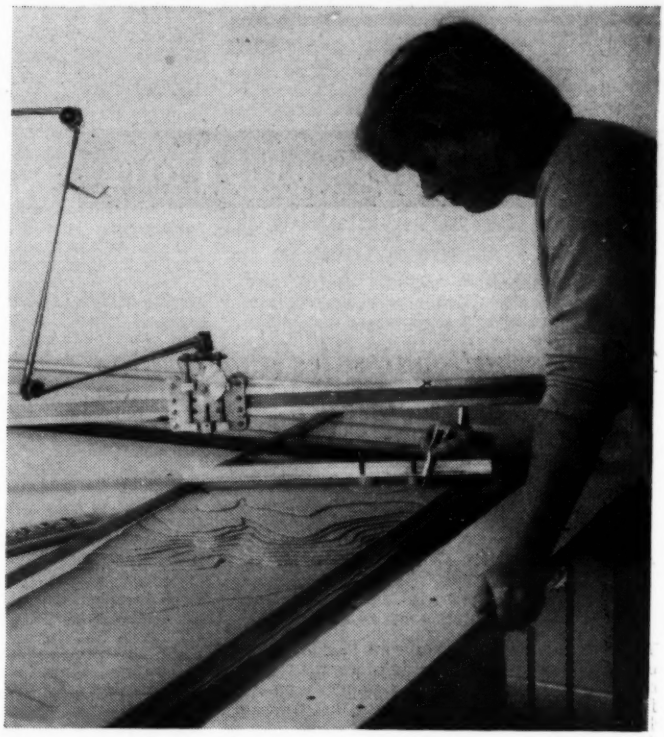
Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Analysis by department

	Sales		Stocks (b)
	Sept. 1966	Jan. 1 to Sept. 30	Sept. 1966
Women's knitted outerwear, blouses and skirts	104·4	107·6	115·0
Women's coats, costumes, furs and raincoats	92·2	99·7	138·3
Women's underwear	94·2	94·6	92·0
Women's hose and children's socks	90·4	95·0	69·8
Women's millinery	84·2	91·9	127·8
Haberdashery, ribbons and wool	88·0	98·2	135·1
Children's wear	87·6	97·2	112·5
Men's and boys' shirts, pyjamas and outfitting	93·4	103·0	106·5
Gloves	100·7	97·0	80·9
Piece-goods and nets	95·4	99·1	94·8
Household textiles	88·8	95·0	94·0
Floor-covering, furniture and hardware	97·5	98·8	110·0
Grand total (a)	94·4	99·0	107·9

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.



A quick and cheap way of making three-dimensional models was announced on November 2 by the National Research Development Corporation, which has financed the prototype and is seeking licensees. It is the idea of Mr. A. E. Goodson, a Civil Servant, who first developed the method for the production of lightweight relief maps. The relief map or model is made by cutting contours or profiles in a slab of medium-density rigid polyurethane foam. After cutting, the resulting rings lie flat inside one another and are pushed up telescopically until each ring protrudes ¼ in. (say) above the previous one. The result is an accurate three-dimensional scale model. Such relief maps are in demand for town planning, site development, planning of highways, pipelines, factory extensions and golf courses, and have obvious military and educational applications. The method can also be applied simply to the design of ships' hulls and other objects of complex curvature. Its research uses include hydraulics, aerodynamics and archaeology. The prototype machine was constructed for NRDC by Packman Research Limited, Twyford, Berkshire.

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of Stock (at end period) (b)	
		%		%
1964 Year	112	+4	..	..
1965 Year	113	+1	..	..
1965 4th quarter	138	Nil	118	—5
1966 1st quarter	100	+2	146	—3
2nd quarter	100	—3	137	Nil
3rd quarter	111	—2	161	+8
1965 September	158	+1	149	—2
October	148	—5	135	Nil
November	141	+3	131	—2
December	125	+3	118	—5
1966 January	71	+4	124	—4
February	92	+2	142	—4
March	138	+1	146	—3
April	104	—7	140	—2
May	103	—2	143	—1
June	93	+1	137	Nil
July	79	Nil	147	+3
August	104	+3	159	+3
September	149	—6	161	+8

Percentage of corresponding values for 1965.

Exhibitions and Fairs

The international sales and fashion week 'IGEDO' at Dusseldorf

Mr. George Darling, Minister of State, Board of Trade (third from left), visited the highly successful SPOGA sports goods fair in Cologne last month. The Board sponsored no less than three joint venture stands at this fair in which 580 exhibitors took part. The British participation was the second largest foreign representation at the show, only France having a larger contingent.

A report from the British Consulate-General, Düsseldorf

THE 71st International Sales and Fashion Week opened on October 23, with more than 3,000 collections of spring and summer garments for girls, women and children. In spite of heavy rain, 8,592 visitors, of whom 890 were foreign, came on the first day and refuted rather gloomy reports of the general state of the market and of unsold stocks after a poor summer. In fact, by the end of the exhibition, 21,200 visitors and buyers, of whom 2,800 were foreigners, had been to view the collections.

A total of 890 firms were exhibiting this time, an increase on last autumn, and their stands occupied six halls, and covered an area of 70,000 sq. metres. Mr. George Darling, Minister of State at the Board of Trade, accompanied by Mr. J. M. Fisher, HM's Consul-General at Düsseldorf, visited the fair on the third day and spoke with each of the British participants at some length. The Minister of State was visibly impressed by their interest and determination to do well in this important market.

Two joint ventures, with stands designed by the Central Office of Information, were sponsored by the Board of Trade, the one in conjunction with the British Fashion Export Group including 20 firms, the other with six firms under the aegis of the Leicester and County Chamber of Commerce. The British stands were much admired and, in particular, the design of the latter joint venture stand received many compliments from the buyers and other foreign exhibitors. On an overall picture Great Britain was well represented with 27 firms, one of which, Elgee Coats and Suits, was showing independently on their agent's stand. The French, with a joint venture of 24 firms sponsored by the Federation Française des Industries du Vêtement Feminin, and a further 22 firms formed the largest foreign contingent at the exhibition. The Italian joint venture comprised 20 firms and was organized by the Instituto Nazionale per il Commercio Estero. In addition there were a further 22 independent exhibitors from Italy. These were the three largest foreign groups. The other countries showing were: Holland with 16 firms, United States (8), Switzerland (5), Belgium (4), Denmark (4), Finland (4), Austria (3), Sweden (2), Portugal (1) and South Africa (1). The increase in the total number of firms participating compared with autumn, 1965, was attributable largely to the presence of more foreign firms. This does again indicate the extent to which Düsseldorf is considered an international fashion centre.

The foreign firms again had the opportunity to present their garments twice daily at a mannequin parade and the emphasis in the buying was clearly on the highly fashionable garments, in extremely bright colours. Even the retailers who are generally cautious, were buying fashionable goods. Dresses, blouses and leisure wear did well in spite of prognoses to the contrary.

Many British firms found that orders and interest came, in part, from other European countries, and also from countries farther afield, for instance, Iceland, South Africa and Uganda.

On this occasion the British firms again certainly made their presence felt. They had good coverage in the Press and the joint ventures were shown in the German television programme dealing with the day's events 'Hier und Heute'. The London-Glasgow combination of Gor-ray and Hogg of Hawick, secured valuable publicity when their six models, wearing Union Jack spectacles and heralded by two Scottish pipers, were welcomed at the airport by representatives of the Press and Consulate. British exhibitors were well satisfied with what they had achieved here, and those who were participating for the first time felt that they had acquired some first hand information to stand them in good stead on future occasions. Most declared their intention to return for the next event in March, 1967.

Garden and park exhibition

THE second Garden and Park Exhibition organized by the Royal Netherlands Industries Fair took place in Utrecht between November 8 and 12. The display was accommodated in the Juliana hall on the Croeselaan sites, occupying an area of 86,000 sq. ft.

Approximately 300 entries for the event made it about twice as large as its 1964 predecessor. Amongst these were entries from some 50 British firms displaying on their own behalf or on the stands of their Dutch agents. A special feature of the exhibition was a joint venture stand organized by the Federation of British Horticultural Exporters and the Board of Trade. The display also included goods from Germany, United States, Switzerland, Japan, Belgium, Sweden, France, Denmark, Austria, Italy, Spain, Norway and Israel.

Exhibits were made up of a wide range of flowers, plants and shrubs together with machinery, tools, etc.; in short, every requisite for the landscaping and maintenance of ornamental gardens, parks, public squares, woods, recreation and sports grounds and playgrounds. In addition the exhibition served to focus attention on the value of flowers and plants for indoor decoration.

The official opening was attended by Mr. J. A. Turpin, Commercial Counsellor from the British Embassy in The Hague, who afterwards spent some time visiting the participants on the British stands.

The British section was placed immediately opposite the main entrance to the exhibition, next to the escalators leading to and from the upper floors, and attracted a reasonable number of visitors. Of the eight firms participating in this joint effort seven are represented in Holland in one way or another and all seemed satisfied with their present arrangements.

A fine example of co-operation was found in one British firm exhibiting another's orchids in their displayed greenhouse. The orchids attracted considerable attention and it is understood that the complete display was purchased before the exhibition closed. All the firms exhibiting greenhouses and greenhouse equipment, were more than satisfied with results and one of these was in the happy position of having sold everything on their stand before closing day.

The lay-out of both the upper and lower floors was excellent and, as was to be expected from the nature of the exhibition, most attractive. A healthy number of British products was to be seen on the stands of their representatives, particularly in the horticultural machinery section, and exhibitors appeared to be kept busy attending to serious inquirers.

A fair sprinkling of foreign visitors attended the exhibition and the Netherlands Television Service made a short film on the show which appeared immediately following their evening news broadcast. It is interesting to note that of the five stands included in this short programme, two were in the joint venture sector.

British leather in North America

MONTREAL was the target for the opening shots in a 10-year campaign to double British leather exports to North America. Nineteen British tanners took part in a successful joint venture exhibit organized by the Leather Institute, and supported by the Board of Trade. Canada, traditionally the second best overseas market for British leather, imported in 1965 approximately £2.2 million from Britain and was surpassed only by the much larger United States market. The three day exhibition in Montreal was the first stage of a two pronged intensive sales effort by the British industry which also exhibited at the Leather and Allied Industries Exposition in New York the following week.

The main selling display was staged through the co-operation of the British Canadian Trade Association, Montreal. It was preceded during the evening of October 24 by an official opening ceremony and press reception at the Queen Elizabeth Hotel. Fine quality finished leather goods formed the background against which Mr. T. E. Rogers, British Deputy High Commissioner, performed the opening ceremony. Mr. S. A. Tebbutt, president of British Leather Federation, and one of the exhibitors, stressed the importance of the Canadian market to British tanners and the versatility of leather in meeting a wide range of demands from modern consumers. Publicity for this specialized British exhibition subsequently appeared on the two British language TV channels and in the two largest Montreal newspapers, one English, one French.

The success of the venture depended upon the reaction of leather buyers to 1,000 invitations airmailed direct by the Leather Institute to Canadian customers. These encouraged customers to visit the display of leather at the British Trade Centre, 2100 Drummond Street, Montreal. The Central Office of Information had designed 14 individual booths, tailor-made for the space available, to the specifications of Mr. G. G. Reaks, the director of the Leather Institute.

On the morning of October 25 a wide range of sample leathers awaited customers' inspection. Shoe leathers figured prominently and included upper leathers of calf, kid and goat, as well as a wide selection of kip and other lining leathers. Washable glove leathers carrying a colour fast guarantee, stain and rain resistant garment leathers and morocco and pigskins were particularly prominent, due to the wide range of fashion colours. The most eye catching exhibit was the large pictorial mural which consisted of a mosaic of coloured leather of different types.

Representatives from Canadian companies manufacturing footwear, leather garments, small leather goods, sporting goods and gloves visited the Trade Centre during the three-day exhibition. Although none of the exhibitors were new to the Canadian market, most of them saw new potential customers and expressed general satisfaction with the exhibition. Future plans are already being considered and it is probable that a larger delegation of British leather manufacturers will come to Canada in 1967.

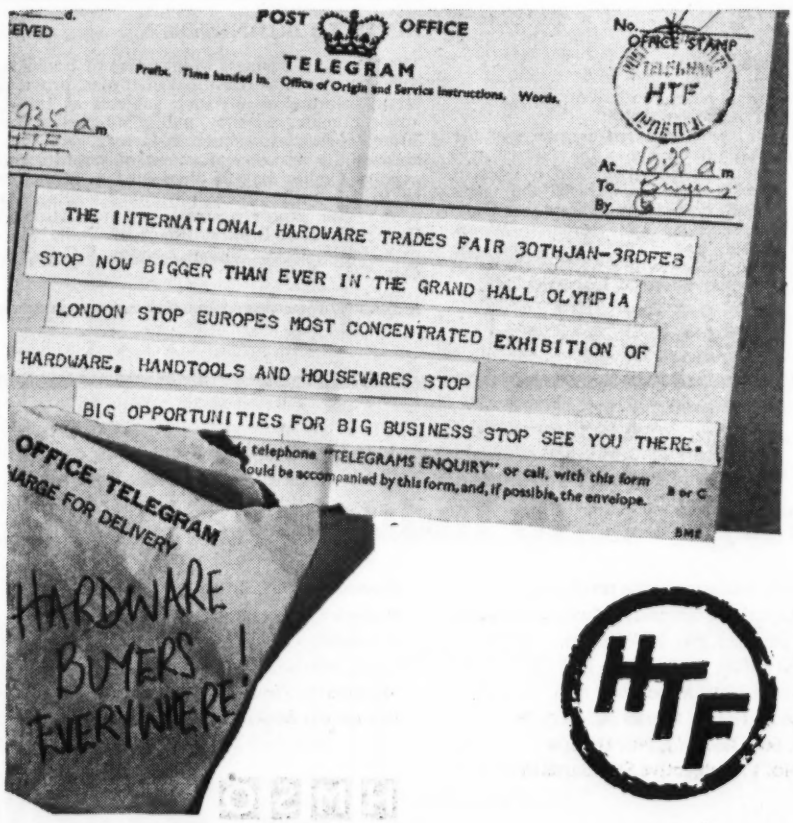
INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

Opportunity for leatherwear in Scandinavia

The British Leather Fashionwear Export Group are planning a major sales drive in the Scandinavian countries where, they feel, there is good scope for an increase in exports of leather garments. These plans include a whistle-stop selling tour at the beginning of April, first stop Copenhagen for the Scandinavian Fashion Week from April 2-6. The store buyers of Norway, Sweden and Denmark – even from Germany – crowd into Copenhagen for this most important Fashion Week where autumn styles will be shown by fashion houses exhibiting at the Bella Centret. Unfortunately, foreign manufacturers are not permitted to exhibit but Lefex will mount a hard selling show of their own, using public relations techniques to draw the interest of the buyers away from the central exhibition.

After Copenhagen they plan to visit Stockholm, making a round trip lasting 10 days in all. The cost of this selling tour will be low and Lefex expect the number of firms taking part to be large. Any manufacturer wishing to take part may join Lefex and should write to the chairman, at 9 St. Thomas Street, London, S.E.1.


POST OFFICE
TELEGRAM
OFFICE STAMP
HTF
THE INTERNATIONAL HARDWARE TRADES FAIR 30THJAN-3RDFEB
STOP NOW BIGGER THAN EVER IN THE GRAND HALL OLYMPIA
LONDON STOP EUROPES MOST CONCENTRATED EXHIBITION OF
HARDWARE, HANDTOOLS AND HOUSEWARES STOP
BIG OPPORTUNITIES FOR BIG BUSINESS STOP SEE YOU THERE.
OFFICE TELEGRAM
HARDWARE BUYERS EVERYWHERE!

The H.T.F. is the busiest and most concentrated European Annual Fair devoted entirely to the Hardware Trade. It is contained under cover in Britain's largest Exhibition Hall — The Grand Hall, Olympia. It attracts over 30,000 visitors from 68 Countries throughout the World and every visitor is a potential buyer. It is not only a shop window for British manufacturers. Included among its exhibitors are manufacturers from Canada, Australia, Eire, Germany, Austria, France, Italy, U.S.S.R., Scandinavia and other important industrial countries.

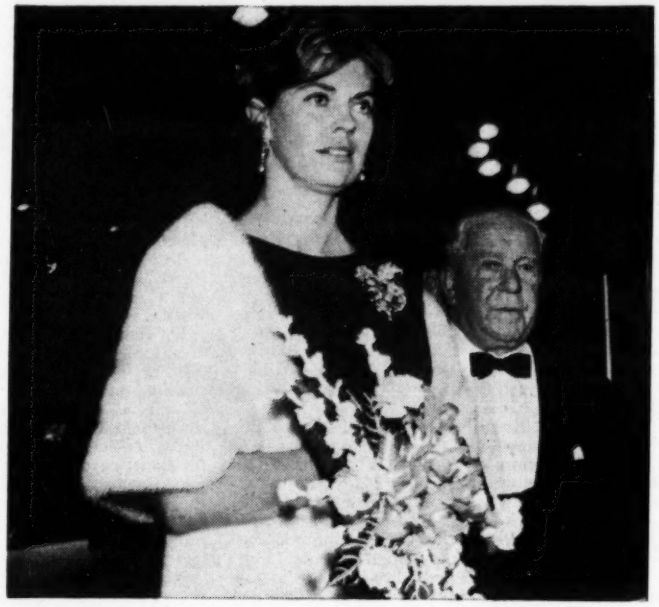
The H.T.F. is a vital International Market Place where Manufacturers, Distributors, Agents and Buyers meet every year to buy and sell all that's best in Hardware.

YOUR BUSINESS BENEFITS WHEN YOU MAKE USE OF THE OPPORTUNITIES TO BUY OR SELL AT THE H.T.F.

Enquiries to:

UNIVERSAL EXHIBITIONS LIMITED
9 Castle Place, High Wycombe, Bucks, England.
Tel: High Wycombe 21391

Railway engineers from 24 countries attended British Rail's Technical Conference and exhibition on the London (Euston) Manchester and Liverpool 25,000-volt a.c. main line electrification. Here, Mr. H. J. H. Nethersole (left) general manager of English Electric's traction division, shows Mr. E. Risbjerg Thomsen, chief mechanical engineer, Danish State Railways, a Stafford-made English Electric naturally cooled sealed rectifier unit of the type in service on the latest of British Rail's multiple-unit trains Type AM10. English Electric has just received a repeat order worth £280,000 for electrical equipment for Danish State Railways.



The first visit by royalty to Newcastle's new Gosforth Park Hotel took place recently when Princess Margaretha of Sweden attended a dinner to celebrate the 'North-East Meets Sweden' Festival. With her is Mr. Ernest G. Fairburn, chairman of Tyne Tees Television. The Gosforth Park Hotel was also the scene of an Anglo-Swedish trade conference, 'Sweden and Britain – Partners in Trade', on November 2. Sponsored by the North-East Development Council and the Swedish Broadcasting Corporation, the conference was attended by prominent Swedish and North-Eastern business leaders.

City engineers from Israel to visit Public Works Exhibition

BNEC ISRAEL has arranged the visit by a group of five city engineers from Israel to Britain for 10 days, from November 13 to 24. The group are expected to spend two days visiting the Public Works Exhibition at Olympia.

Israel's population has increased in 20 years from less than one million to over two and a half million. This of course means an urgent expansion of towns with all their necessary services. Labour is expensive in Israel and so mechanized systems of all kinds are being sought. Particularly important are sewage and garbage disposal plant, and computerized installations for traffic control.

November 15 will be spent as guests of the city of Newcastle-upon-Tyne; the visitors will study town planning proposals and equipment at the civic centre and also visit the city's cleansing depot. Engineering firms at Glasgow, Leyland, Chester and Boreham Wood, Herts, Cuckfield and Dorking, are on the group's itinerary. They will also visit the West Kent Main Sewage Board at Dartford.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post order to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Denmark and Poland

A PROTOCOL covering trade for 1967 within the framework of the Trade Agreement of 1965 was signed in Warsaw on October 8, 1966.

Danish exports to Poland during 1967 subject to quotas will include fish, casings, pectin, breeding cattle, rockwool and glasswool, equipment for ships, machine tools and spare parts, equipment for the food and chemical industry, cement manufacturing machinery and parts, electrical power plant and ships.

Polish exports to Denmark subject to quotas include fresh water fish, barley, linen piece-goods, textiles, glassware, confectionery, leather articles of apparel, footwear, cooking utensils and cutlery, hunting ammunition and furniture.

In addition a large number of commodities outside the quota lists will be exchanged freely between the two countries.

Detailed information is available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 8028G.

Hungary and Bulgaria

THE HUNGARIAN PRESS has reported the signing of a Trade Agreement between Hungary and Bulgaria covering the exchange of consumer goods in 1967.

Hungary will export to Bulgaria cotton goods, blankets, toys, sunglasses and household iron-ware. In return Bulgaria will export to Hungary tinned fruit and vegetables, grapes, bottled wine, demijohns glassware, etc.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 9467 G.

EFTA INFORMATION CENTRE

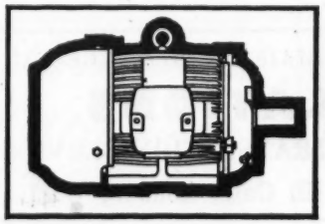
The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey. 7877, Exts.* 2479/2480).

An AEC Mandator prime mover chassis, fitted with a crew sleeper cab, pauses in front of the giant statue to men and women workers of the USSR in Moscow. Hauling an American-owned semi-trailer, it is one of an increasing number of such trucks operating all over Europe. The transporters distribute goods from Antwerp, which in turn receives them from Britain and the United States. Operating this vehicle is a leading Belgian international haulage contractor, Leopold Van Gaever, who uses large numbers of British-built AEC chassis because of their ability and reliability. The Mandator, built at the Southall, Middlesex, works of AEC Ltd., a member of the Leyland Motor Corporation, is said to be one of the most successful British-built prime movers to operate in overseas territories.

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the* Board of Trade Journal *of October* 7.

METRIC MOTORS



BROOK of course!
BROOK MOTORS LIMITED
HUDDERSFIELD • ENGLAND
44/C

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(219/66) Generating Plants for Agua y Energia Electrica. (Further Information.) Closing date postponed to December 14. E.S.B. 17066/66.

AUSTRALIA

Department of Works:

(222/66) Construction of Office Building. December 6. E.S.B. 42295/66.

(222/66) Construction of a Nursing Home. November 30. E.S.B. 42296/66.

(219/66) Testing Machine for State Stores Board (Queensland). December 12. E.S.B. 41546/66.*

BRAZIL

(221/66) Transmission Lines for Central Electrica de Furnas. (Pre-qualification.) December 29. E.S.B. 41929/66.

Departamento Nacional de Portos E Vias Navegaveis:

(220/66) Dredging Works. (Advance Information.) Closing date not yet known. A copy (in Portuguese) of the tender documents is available in Export Services Branch for inspection only. E.S.B. 41916/66.*

(220/66) Construction of Jetty Extension. (Advance Information.) Closing date not yet known. A copy (in Portuguese) of the tender documents is available for inspection only. E.S.B. 41901/66.*

BURMA

(218/66) Stationery and Office Requisites for Central Press. November 30. E.S.B. 41398/66.*

(220/66) Steel Hangar for Defence Department. November 30. E.S.B. 41542/66.*

Myanma Export Import Corporation:

(218/66) Rock Bits. December 14. E.S.B. 41343/66.*

(218/66) Spares for Agricultural Machinery. November 30. E.S.B. 41356/66.*

(218/66) Spares for Cranes. November 30. E.S.B. 41357/66.*

(218/66) Lamps and Lanterns. November 30. E.S.B. 41350/66.*

(218/66) Electrical Sockets. November 30. E.S.B. 41351/66.*

(218/66) Electric Plugs. November 30. E.S.B. 41352/66.*

(218/66) M.S. Wire. November 30. E.S.B. 41353/66.*

(218/66) Tractor Spare Parts. November 30. E.S.B. 41354/66.*

(218/66) Agricultural Machinery Spares. November 30. E.S.B. 41355/66.*

(218/66) Switches. November 30. E.S.B. 41358/66.*

(218/66) Copper Wire. November 30. E.S.B. 41381/66.*

(218/66) Switchgear Spares. November 30. E.S.B. 41383/66.*

(218/66) Light Fittings. November 30. E.S.B. 41385/66.*

(218/66) Dies. November 30. E.S.B. 41395/66.*

(218/66) Ceiling Fans and Accessories. November 30. E.S.B. 41346/66.*

(218/66) Electric Lamps and Bulbs. November 30. E.S.B. 41347/66.*

(218/66) Lampholders. November 30. E.S.B. 41384/66.*

(218/66) Radio and Electrical Equipment. November 30. E.S.B. 41386/66.*

(218/66) Valve Grinding Compound. November 30. E.S.B. 41394/66.*

(219/66) Cement. November 30. E.S.B. 41348/66.*

(219/66) Seals. December 10. E.S.B. 41375/66.*

(219/66) Universal Taps. December 10. E.S.B. 41376/66.*

(219/66) Capping Tools. December 10. E.S.B. 41377/66.*

(219/66) Distributor Fuse and Fittings. November 30. E.S.B. 41382/66.

(219/66) Electrical Fittings. November 30. E.S.B. 41389/66.*

(219/66) Welding Rods and Electrodes. November 30. E.S.B. 41396/66.*

(219/66) Crane Spares. December 15. E.S.B. 41503/66.*

(219/66) Steel. December 15. E.S.B. 41523/66.*

(219/66) Electrical Materials; Hand Tools. November 30. E.S.B. 41400/66.*

(219/66) Poultry Feed Plant; Push Carts. December 12. E.S.B. 41399/66.*

(219/66) Chemicals. December 15. E.S.B. 41515/66.*

(219/66) Cables. November 30. E.S.B. 41520/66.*

(219/66) Insulating Tapes. November 30. E.S.B. 41521/66.*

(219/66) Electrical Spare Parts. November 30. E.S.B. 41517/66.*

(219/66) Gas and Oil Burner Spares. November 30. E.S.B. 41397/66.*

(219/66) Hand Tools. November 30. E.S.B. 41393/66.*

(219/66) Marine Diesel Engines. December 7. E.S.B. 41378/66.*

(219/66) Cable Accessories. November 30. E.S.B. 41392/66.*

(219/66) Telecommunication and Electrical Equipment. December 1. E.S.B. 41512/66.*

(219/66) Valves and Cocks. November 30. E.S.B. 41528/66.*

(219/66) Wiring Materials. November 30. E.S.B. 41519/66.*

(219/66) Insulators. November 30. E.S.B. 41391/66.*

(219/66) Floodlights. November 30. E.S.B. 41516/66.*

(219/66) Fuses and Fittings. November 30. E.S.B. 41518/66.*

(219/66) Transformers. November 30. E.S.B. 41388/66.*

(219/66) Cables; Wire and Tools. November 30. E.S.B. 41390/66.*

(219/66) Dry Cell Batteries. December 1. E.S.B. 41511/66.*

(219/66) Telephone Switchboards. December 1. E.S.B. 41513/66.*

(220/66) Compounds. November 30. E.S.B. 41530/66.*

(220/66) Insulation Materials. November 30. E.S.B. 41532/66.*

(220/66) Varnish. November 30. E.S.B. 41526/66.*

(220/66) Mica Sheets. November 30. E.S.B. 41531/66.*

(220/66) Varnish Thinner. November 30. E.S.B. 41527/66.*

Belgian government engineers at Honeywell Controls Ltd.'s Hemel Hempstead plant see function testing of the selectographic data-centre which will enable one man to control comfort of the 12,000 staff in the new Cité Administrative complex now nearing completion in Brussels. The system analyser enables selective recording of six temperatures from the 350 available at any one time.

(220/66) Mild Steel Rounds. December 5. E.S.B. 41345/66.*

(220/66) Flexible Metal Tubing. November 30. E.S.B. 41529/66.*

(220/66) Buffing Machine. December 21. E.S.B. 41549/66.*

(223/66) Winches. December 15. E.S.B. 42391/66.*

(223/66) Rubber Hose. December 15. E.S.B. 42392/66.*

(223/66) Balancing Motors. December 10. E.S.B. 42620/66.*

(223/66) Thermometers. December 18. E.S.B. 42641/66.*

(223/66) Pipes and Fittings. December 15. E.S.B. 42622/66.*

(223/66) Workshop Equipment. November 30. E.S.B. 42625/66.*

(222/66) Structural Parts for Bridge. December 15. E.S.B. 42393/66.*

(222/66) Cement Mill for Industrial Development Corporation. March 31, 1967. E.S.B. 42623/66.*

CANADA

(222/66) Cranes for BC Hydro and Power Authority. December 20. E.S.B. 42640/66.

(220/66) Steam Generating Plant for Manitoba Hydro. January 12, 1967. E.S.B. 40743/66.*

CEYLON

Ceylon Transport Board:

(221/66) Leather Cloth. (Further Information). Tender documents now available. E.S.B. 40729/66.*

(*Continued on page* 1290)

† **The Export Service Bulletin,** *a 'must' for exporters is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all issues, costs* only £10 10s.

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

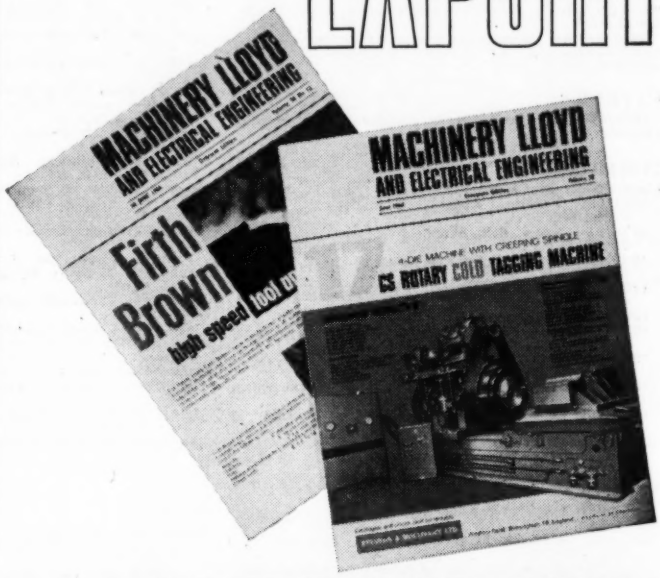
From trombones to television sets, computers to cosmetics, SAS carry cargoes over five continents. Pressurised and temperature controlled holds make packaging easy. Insurance premiums are lower, documentation is simpler, while direct routing can make delivery up to ten times quicker than by surface freight. SAS SKY-FREIGHTER WORLDWIDE will get your goods to the right place – fast – anywhere in the world.

SCANDINAVIAN AIRLINES

GENERAL AGENT FOR THAI INTERNATIONAL WORLDWIDE

Call your SAS authorised freight agent or London REGent 0242, Bristol - OBR 2 292139, Birmingham - 021 236 8806, Manchester - 061 DEA 8431, Newcastle - ONE 2 21544, Glasgow 041 CIT 5832, Dublin 79318.

INSTANT EXPORT



WE CAN HELP YOU THIS MONTH

Book advertisement space this week in MACHINERY LLOYD and within 10 days you will receive the first of subsequent weekly free issues of our 'Trade Intelligence' bulletins containing current buying enquiries from all over the world, details of calls for tender from overseas Government Departments and economic surveys. You can stop paying for translations of your incoming business letters from abroad and send them to us instead—we will let you have translations free of charge on a 48-hour return basis throughout the period of your contract. You can also tell us that you want first-class agents in any country overseas and we will help you to find them—free.

With enquiries still coming in from issues 10 years old it is clear that MACHINERY LLOYD brings excellent long-term results. Our free business services can help your Export Department this month—and for many years to come.

ABC
MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

We will gladly send full details by return of post.
No obligation — write today.

MACHINERY LLOYD
AND ELECTRICAL ENGINEERING
161-166 FLEET STREET, LONDON, E.C.4
WORLD WIDE SERVICE AND SALES FOR THE ENGINEERING INDUSTRY

(221/66) Aluminium Sheets and Tread Plates. December 21. E.S.B. 41925/66.
(221/66) Hard Board. (Further Information.) Tender documents now available. E.S.B. 40728/66.*
(221/66) Fine Board. (Further Information.) Tender documents now available. E.S.B. 40730/66.*
(221/66) Aluminium Extrusion. (Further Information.) Tender documents now available. E.S.B. 40731/66.*
(221/66) Aluminium Sheets. (Further Information.) Tender documents now available. E.S.B. 40732/66.*
(221/66) Bleached Sulphate Pulp for Eastern Paper Mills. December 29. E.S.B. 41917/66.
Government Stores Department:
(221/66) Vehicles. December 28. E.S.B. 41966/66.*
(223/66) M.S. Plates. February 7, 1967. E.S.B. 42261/66.
(221/66) Wire Crates for National Milk Board. (Further Information.) Tender documents now available. E.S.B. 40074/66.*
(220/66) Air Conditioning Equipment for State Engineering Corporation of Ceylon. November 30. E.S.B. 41902/66.*

CYPRUS

(221/66) Acids and Liquors for Ministry of Health. December 3. E.S.B. 41930/66.

FORMOSA

Central Trust of China:
(218/66) Pressure Gauges. December 1. E.S.B. 41328/66.*
(218/66) Nylon Belt Slings. November 30. E.S.B. 41329/66.*
(222/66) Textile Apparatus. December 12. E.S.B. 42201/66.*
(222/66) Molecular Sieves. December 12. E.S.B. 42202/66.*
(222/66) Steel. December 9. E.S.B. 42203/66.*
(222/66) Glycyrrhiza Extract. December 8. E.S.B. 42206/66.*
(222/66) Spares for Payloader. December 8. E.S.B. 42208/66.*
(222/66) Electrical Equipment and Instruments. December 5 E.S.B. 42269/66.*
(222/66) Valves. December 7. E.S.B. 42271/66.*
(222/66) Industrial Analyzer. December 5. E.S.B. 42275/66.*
(222/66) Grinding Mill. December 10. E.S.B. 42205/66.*
(222/66) Thermal Analyzer. December 12. E.S.B. 42270/66.*
(222/66) Hydropower Pump and Ram Unit. December 5. E.S.B. 42274/66.*
(223/66) Sterilized Fluid Milk Plant. December 5. E.S.B. 42277/66.*
(223/66) Reinforcing Bar Benders. November 30. E.S.B. 42276/66.*
(223/66) Tubing. December 7. E.S.B. 42601/66.*

GREECE

(220/66) Maintenance Equipment for Civil Aviation Administration of the Ministry of Communications. This tender has now been re-issued; closing date being November 30. E.S.B. 27842/66.*
Direction General of Procurements:
(220/66) Teletype Network System. November 23. E.S.B. 41591/66.*
(220/66) Drilling Equipment and Testing Machine. November 23. E.S.B. 41588/66.*
Institute of Social Insurance:
(222/66) Surgical Instruments. December 8. E.S.B. 42000/66.*
(222/66) Radio Diagnostic Machines. December 8. E.S.B. 42210/66.*
(220/66) Buses and Motorcycles for Ministry of Commerce. December 5. E.S.B. 41592/66.*

HONG KONG

Government Stores Department:
(221/66) Towelling. December 2. E.S.B. 41952/66.*
(222/66) Blankets. (Further Information.) E.S.B. 39686/66.*

INDIA

Atomic Energy Establishment:
(221/66) Electric Hoists. December 28. E.S.B. 41904/66.*
(221/66) Lathe. December 20. E.S.B. 41594/66.*
(221/66) Optical Comparator. December 24. E.S.B. 41595/66.*
(221/66) Grinding Machine. December 26. E.S.B. 41596/66.*
(221/66) Circular Saw. December 27. E.S.B. 41598/66.*
(221/66) Lathe. December 28. E.S.B. 41600/66.*
(221/66) Arc Cutting Machine. December 27. E.S.B. 41597/66.*
(221/66) Jointing and Planing Machine. December 27. E.S.B. 41599/66.*
(221/66) Arc Welding Equipment. December 28. E.S.B. 41905/66.*
(223/66) Test Chamber. January 4, 1967. E.S.B. 42216/66.
(223/66) Test Chamber. January 5, 1967. E.S.B. 42217/66.
Beas Purchase Organization:
(219/66) Adding/Listing Machine. January 4, 1967. E.S.B. 41506/66.
(219/66) Air Motors. January 11, 1967. E.S.B. 41505/66.*
(223/66) Workshop Machinery. January 18, 1967. E.S.B. 42248/66.
Director General of Supplies and Disposals:
(219/66) Friction Fabric Sheets. December 27. E.S.B. 41508/66.*
(223/66) Roller Leveller. December 22. E.S.B. 42627/66.*
Fertilizer Corporation of India Ltd.:
(220/66) Metering Equipment. December 12. E.S.B. 41507/66.
(222/66) Phosphoric Acid. January 10, 1967. E.S.B. 39477/66.*
(221/66) Railway Electrification Equipment for Indian Railways. (Further Information.) Tender documents now available. E.S.B. 30565/66.*
Madras Port Trust:
(220/66) Hardness Tester. December 29. E.S.B. 41534/66.*
(220/66) Wooden Mooring Launch. January 3, 1967. E.S.B. 41535/66.*
(220/66) Isolators, Circuit Breaker and Transformers for Maharastra State Electricity Board. December 20. E.S.B. 41593/66.*

IRAN

Iranian State Railways:
(221/66) Field Telephones. January 23, 1967. E.S.B. 41928/66.*
(221/66) Hydraulic Jacks. Closing date not known. E.S.B. 41963/66.
(221/66) Bolts, Nuts, Washers and Clips. (Further Information.) Closing date postponed to December 6. E.S.B. 28329/66.*
(221/66) Fishplates. (Further Information.) Closing date postponed to November 30. E.S.B. 28330/66.*
(221/66) Sleeper Screws. (Further Information.) Closing date postponed to December 1. E.S.B. 28331/66.*

IRAQ

Central Foreign Purchasing Board:
(220/66) Typewriters. (Further Information.) Tender documents now available. E.S.B. 40758/66.*
(220/66) Laboratory Equipment. (Further Information.) Tender documents now available. E.S.B. 40769/66.*
(221/66) Fire Bricks for Iraq Cement Company. December 15. E.S.B. 41954/66.
Ministry of Health:
(220/66) Dental and X-ray Units. (Further Information.) Tender documents now available. E.S.B. 40767/66.*
(220/66) Disinfectant Drugs. (Further Information.) Tender documents now available. E.S.B. 40768/66.*
(222/66) Water Supply Scheme for Ministry of Municipalities and Works. January 31, 1967. E.S.B. 42628/66.

IRISH REPUBLIC

(221/66) Cold Storage Plant for Irish Sea Fisheries Board. November 30. E.S.B. 41959/66.

ITALY

NATO Infrastructure Contract.
(219/66) Construction of a Water Cooling Tank for Italian Government. Apply by November 30. G.D. 2708/66.
(220/66) Hydraulic Winch for NATO La Spezia. December 15. E.S.B. 41560/66.*

KUWAIT

Ministry of Electricity and Water:
(219/66) Chemicals. December 4. E.S.B. 41583/66.*
(219/66) Rock Bits. December 4. E.S.B. 41586/66.*
(220/66) Mobile Servicing Unit. December 13. E.S.B. 41584/66.*
(221/66) Liquid Chlorine. (Further Information.) Closing date now cancelled. E.S.B. 41112/66.

LIBYA

(221/66) Water Supply for Public Works Department. February 6. 1967 E.S.B. 41553/66.

MALAGASY REPUBLIC

(223/66) Miscellaneous Equipment for Directeur-Gerant De La C.E.A.M.P. December 21. Press notice (in French) available. E.S.B. 42613/66.*

MALAWI

(218/66) Corrugated Sheets for Government Central Tender Board. December 9. E.S.B. 41338/66.

MALAYSIA

(220/66) Receipting Machines for Ministry of Transport. January 1, 1967. E.S.B. 41909/66.
National Electricity Board:
(223/66) Pipes; Pumps and Storage Tanks. Apply by February 1, 1967. E.S.B. 40782/66.
(223/66) Chimney Construction. (Pre-qualification Information.) Apply by February 1, 1967. E.S.B. 40783/66.
(221/66) Water Tank for Public Works Department. December 7. E.S.B. 41927/66.

MALTA

Accountant General and Director of Contracts:
(218/66) Steel Wire Mesh. November 30. E.S.B. 41187/66.*
(218/66) Aluminium Capping Foil. November 30. E.S.B. 41188/66.*

NETHERLANDS

Director of Waterways:
(220/66) Asphalt-Concrete Surfacing. December 6. E.S.B. 41950/66.
(220/66) Road Works. December 6. E.S.B. 41951/66.

NEW ZEALAND

(221/66) Circuit Breakers for Christchurch City Council. (Further Information.) Closing date postponed to December 16. E.S.B. 40027/66.*
New Zealand Electricity Department:
(219/66) Circuit Breaker. January 31, 1967. E.S.B. 41545/66.*
(222/66) Transformers. February 7, 1967. E.S.B. 41970/66.*
General Post Office, Wellington:
(220/66) Screwdrivers. December 7. E.S.B. 41543/66.*
(220/66) Pencils. December 8. E.S.B. 41544/66.–
(221/66) Lamps. December 6. E.S.B. 41969/66.*
(221/66) Roller Dampers. December 5. E.S.B. 41994/66.*
(221/66) Radio Equipment. February 13, 1967. E.S.B. 41995/66.*
(221/66) Radio Valves/Semi-conductors. December 13. E.S.B. 41961/66.*
(221/66) Marine Radio Beacon. (Further Information.) E.S.B. 40088/66.*

SWEDEN
Hull to Malmo, Helsingborg, Halmstad.
Hull to Norrkoping, Stockholm, Gefle.
London to Norrkoping, Stockholm, Gefle.

DENMARK
Hull to Copenhagen, Odense, Aarhus.
London to Copenhagen & Aarhus.
Goole to Copenhagen.

EXPORT THE WILSON WAY TO SCANDINAVIA

Wilson Line operate fast, direct and regular services to Scandinavia* and can undertake a complete export service spanning road haulage, export documentation (customs entries, bills of lading, etc.) **A feature of our service is the prompt issue of Bills of Lading.**

HULL to GOTHENBURG
Three Sailings per week.
Containers, flats, trailers, conventional cargo.
Containers and flats available for hire.

* Also Regular Services to the Mediterranean and Canada.

for further details write
ELLERMAN'S WILSON LINE LIMITED
COMMERCIAL ROAD HULL
Tel. 26081 Telex 52277/8

NORWAY
Hull to Oslo & Oslofjord Ports.
London to Oslo & Oslofjord Ports.
Grimsby to Kristiansand s, Skien, Porsgrunn, and Tonsberg.
Hull to Stavanger, Bergen, Trondheim, etc.
Felixstowe to Oslo & Oslofjord Ports.

(221/66) Locks. December 9. E.S.B. 41968/66.*
(222/66) Insulating Sleeving. December 9. E.S.B. 41967/66.*

NIGERIA

(220/66) Switchgear for Electricity Corporation of Nigeria. January 2, 1967. E.S.B. 41582/66.

PAKISTAN

(220/66) Transformers: Electric Motors for Director of Supply. December 20. E.S.B. 41559/66.*
(221/66) Sea Salt Plant for East Pakistan Industrial Development Corporation. (Further Information.) Closing date postponed to December 24. E.S.B. 32713/66.*
West Pakistan Directorate of Industries and Commerce:
(221/66) Laboratory Apparatus. December 7. E.S.B. 41943/66.
(221/66) Brush; Sprayers; Goggles; etc. December 10. E.S.B. 41947/66.
(222/66) Machine Tools. November 30. E.S.B. 41936/66.
(222/66) Connectors. December 3. E.S.B. 41939/66.
(221/66) Laboratory Equipment. December 2. E.S.B. 41938/66.
(221/66) Testing Machinery. December 12. E.S.B. 41948/66.
(221/66) Laboratory Glassware. December 1. E.S.B. 41937/66.
(221/66) Electrical Instruments. December 3. E.S.B. 41940/66.
(221/66) Testing Apparatus. December 5. E.S.B. 41941/66.
(221/66) Laboratory Equipment. December 6. E.S.B. 41942/66.
(221/66) Laboratory Tools. December 8. E.S.B. 41944/66.
(221/66) Laboratory Equipment. December 9. E.S.B. 41945/66.
(221/66) Demonstration Equipment. December 10. E.S.B. 41946/66.

SOUTH AFRICA

(222/66) Passenger Lift for South West Africa Tender Board. December 13. E.S.B. 41974/66.
(223/66) Ultra-Microtome for State Tender Board. December 5. E.S.B. 42297/66.*

SPAIN

(218/66) Diesel Switching Locomotives for Junta de Obras y Servicios del Puerto de Gijon. January 10, 1967. E.S.B. 41183/66.
Ministerio del Aire:
(222/66) Meteorological and Radio Apparatus. November 30. E.S.B. 42243/66.
(222/66) Airport Equipment. December 5 and 7. E.S.B. 42244/66.

SUDAN

(222/66) Stationers' Sundries for Department of Stores and Equipment. December 1. E.S.B. 42254/66.*
(223/66) Steel Tyres for Sudan Railways. December 20. E.S.B. 42253/66.*

SYRIAN ARAB REPUBLIC

(219/66) Electric Cables for General Petroleum Authority. December 11. E.S.B. 41566/66.
(220/66) Pumps for Ministry of Municipal and Rural Affairs. December 1. E.S.B. 41561/66.*

THAILAND

(221/66) Dam and Powerhouse Construction for Royal Irrigation Department (Pre-qualification). December 12. E.S.B. 41958/66.*

UGANDA

(218/66) Telephone Exchange for East African Post and Telecommunications Administration. Closing date not known. E.S.B. 41168/66.

U.A.R. (EGYPT)

(219/66) Steel for Egyptian Railways. (Further Information.) Closing date postponed to December 8. Tender documents now available. E.S.B. 2930/66.*

URUGUAY

(223/66) Optical Equipment for Faculty of Agronomy of the University of Uruguay. First call December 6, second call December 19. E.S.B. 42604/66.
(222/66) Perforating Machines for Ministry of Finance. December 27. E.S.B. 42605/66.

Ministry of Public Health:
(218/66) Microscope and Accessories. December 13. E.S.B. 41363/66.*
(218/66) Ultra-Violet Apparatus. December 13. E.S.B. 41364/66.*
(218/66) Rubber Sheets. December 20. E.S.B. 41366/66.*
(218/66) Haberdashery; Straw Hats. December 13. E.S.B. 41365/66.*
(219/66) Pharmaceuticals and Chemicals. December 6. Tender documents (in Spanish) available. E.S.B. 41360/66.*
(219/66) Drugs. December 6. E.S.B. 41361/66.*
(219/66) Haematocrites. December 6. E.S.B. 41362/66.*
(219/66) Winch for National Ports Administration (ANP). November 30. E.S.B. 41374/66.
State Oil and Alcohol Monopoly:
(223/66) Starting Motors. December 14. E.S.B. 42299/66.
(223/66) Fuel Pumps. December 15. E.S.B. 42300/66.
(219/66) Universal Clips for State Railways (AFE). December 14. E.S.B. 41369/66.
State Waterworks (OSE).
(219/66) Pipes. January 3, 1967. E.S.B. 41371/66.
(219/66) Steel Pipes. December 6. E.S.B. 41370/66.

VIETNAM

Central Purchasing Authority:
(222/66) Turnstiles. November 30. E.S.B. 42241/66.*
(222/66) Diving Suit, Pump and Equipment. November 30. E.S.B. 42240/66.*
(222/66) Welding Equipment. November 30. E.S.B. 42242/66.*
(222/66) Slaughterhouse required by The Saigon Modern Slaughterhouse Construction Commission. (Further Information.) December 10. E.S.B. 37709/66.*

ZAMBIA

Central Supply and Tender Board:
(222/66) Cloths, Dusters and Towels. December 9. E.S.B. 42263/66.*
(222/66) Telephone Cable. December 9. E.S.B. 42264/66.*
(222/66) Socks. December 9. E.S.B. 42263/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden
(222/66) Inquiry for consumer goods. E.S.B. 42109/66.

Algeria
(220/66) Inquiry for metal box making plant. E.S.B. 38063/66.

Australia
(218/66) Agency inquiry for cables; insulators; transformers. E.S.B. 10055/66.
(220/66) Agency inquiry for laboratory equipment. E.S.B. 38093/66.

Austria
(220/66) Agency inquiry for radios. E.S.B. 41424/66.
(221/66) Agency inquiry for artists requisites, furniture and fittings; stationers sundries. E.S.B. 42031/66.
(221/66) Agency inquiry for piece goods. E.S.B. 41887/66.
(223/66) Inquiry for floor coverings. E.S.B. 42386/66.

Barbados
(221/66) Agency inquiry for candlewick bedspreads; rugs. E.S.B. 33808/66.

Bolivia
(220/66) Inquiry for canvas, jute and hemp goods; floor coverings; textiles. E.S.B. 41661/66.

Brazil
(221/66) Inquiry for engines; tools. E.S.B. 31902/66.

Canada
(218/66) Agency inquiry for hardware and allied items; sporting items; toys. E.S.B. 41077/66.
(222/66) Agency inquiry for fishing gear; de-icing equipment; generating sets; life rafts; marine hardware; pumps. E.S.B. 41759/66.
(219/66) Inquiry for condensing units. E.S.B. 41293/66.
(219/66) Inquiry for electrical cable. E.S.B. 40940/66.
(219/66) Inquiry for fencing. E.S.B. 41072/66.
(219/66) Inquiry for jewellery and watch making supplies. E.S.B. 41207/66.
(220/66) Inquiry for aluminium sulphate plant. E.S.B. 41729/66.
(220/66) Inquiry for electric motors. E.S.B. 40301/66.
(220/66) Inquiry for knitwear; woollen piece goods; women's outerwear. E.S.B. 33550/66.
(220/66) Inquiry for magnetic core assembly. E.S.B. 40238/66.
(221/66) Inquiry for cotton twills; woven fabrics. E.S.B. 41820/66.
(221/66) Inquiry for high pressure couplings. E.S.B. 41770/66.
(221/66) Inquiry for motors; motor control gear. E.S.B. 41750/66.
(222/66) Inquiry for bicycles. E.S.B. 42070/66.
(222/66) Inquiry for electrical tools. E.S.B. 42186/66.
(222/66) Inquiry for slippers. E.S.B. 42101/66.

Denmark
(218/66) Agency inquiry for cleaning products. E.S.B. 40890/66.

Finland
(218/66) Agency inquiry for woollen fabrics. E.S.B. 41264/66.
(219/66) Agency inquiry for foundry equipment. E.S.B. 41240/66.
(219/66) Agency inquiry for pressure container ends. E.S.B. 41432/66.
(221/66) Agency inquiry for tin and lead. E.S.B. 41896/66.
(222/66) Agency inquiry for steel. E.S.B. 42363/66.

Formosa
(218/66) Inquiry for boiler. E.S.B. 41206/66.

France
(221/66) Agency inquiry for knitwear. E.S.B. 42043/66.

H. L. Rowntree (right), Minister of Labour, Province of Ontario, and Mr. G. H. S. Jackson, head of the British Government Office in Toronto, discuss with "Miss Canada" one of the many publications displayed on the British Government stand at the recent Supermarket and Drug Variety and Confectionery Show in Toronto. During the four days of the show, one of its major attractions was the 42-stand British group exhibit served by this official information and inquiry point.

(220/66) Inquiry for knitwear; shirtings; woollen fabrics. E.S.B. 41829/66.
(220/66) Imports of flax seed free of duty.

Germany, Federal Republic of
(219/66) Agency inquiry for timber. E.S.B. 41625/66.
(221/66) Agency inquiry for outerwear. E.S.B. 42027/66.
(222/66) Agency inquiry for engineers tools; machine tool attachments. E.S.B. 42132/66.
(222/66) Agency inquiry for confectionery. E.S.B. 41760/66.

(Continued on next page)

† For further details on the Export Service Bulletin see page 1288.

(221/66) Inquiry for chamois leathers. E.S.B. 42024/66.
(223/66) Inquiry for babies' rubber articles. E.S.B. 42388/66.
(223/66) Inquiry for cooking utensils; furniture; household goods. E.S.B. 42042/66.

Greece
(219/66) Agency inquiry for foodstuffs; food machinery; paper napkins and handkerchiefs. E.S.B. 40599/66.
(221/66) Agency inquiry for art reproductions. E.S.B. 41831/66.

India
(221/66) Inquiry for chemicals. E.S.B. 11814/66.

Iran
(221/66) Inquiry for steel. E.S.B. 41871/66.

Iraq
(221/66) Inquiry for fermentation tanks. E.S.B. 41433/66.

Israel
(218/66) Agency inquiry for renovating equipment for buildings. E.E.B. 5727/66.
(220/66) Agency inquiry for acoustical equipment; telephone dialling equipment. E.S.B. 29077/66.

Italy
(219/66) Agency inquiry for hosiery; leather goods; piece goods. E.S.B. 41667/66.
(222/66) Agency inquiry for dietetic products; pharmaceuticals; toilet requisites and hygienic supplies. E.S.B. 30320/66.
(219/66) Inquiry for steam mangles. E.S.B. 39046/66.
(222/66) Inquiry for tinned meats. E.S.B. 42147/66.

Jamaica
(219/66) Inquiry for hat boxes. E.S.B. 40740/66.
(220/66) Inquiry for plastic webbing. E.S.B. 11622/66.

Jordan
(221/66) Agency inquiry for clothing; gifts. E.S.B. 42054/66.

Kenya
219/66) Agency inquiry for advertising novelties; boats and boating accessories; clothing; household products; sports goods; stationery; textiles. E.S.B. 19305/66.
(221/66) Agency inquiry for condiments and essences; canning plant; packing machinery and materials; paper serviettes; sugar plantation equipment; water treatment plant. E.S.B. 21019/66.
(222/66) Inquiry for films. E.S.B. 40897/66.

Kuwait
(220/66) Inquiry for steel money boxes. E.S.B. 41450/66.

Lebanon
(219/66) Agency inquiry for textiles; yarns. E.S.B. 41425/66.
(220/66) Inquiry for clothing; footwear; hardware; provisions; piece goods. E.S.B. 34507/66.
(220/66) Architectural competition. E.S.B. 41462/66.

Mexico
(219/66) Inquiry for food products. E.S.B. 41056/66.

Netherlands
(222/66) Agency inquiry for building materials; chemicals; clothing. E.S.B. 41798/66.

New Zealand
(222/66) Agency inquiry for kaolin. E.S.B. 42114/66.

Nigeria
(221/66) Manufacture under licence – automotive parts. E.S.B. 9839/65.

Norway
(221/66) Inquiry for shoe requisites; shoe-making supplies; slippers; socks. E.S.B. 41874/66.

Peru
(219/66) Inquiry for pharmaceuticals and toilet preparations. E.S.B. 37533/66.

Saudi Arabia
(221/66) Inquiry for jerricans. E.S.B. 41743/66.

Singapore
(218/66) Agency inquiry for cigarette lighters; jewellery; pens; razor blades. E.S.B. 41229/66.

South Africa
(218/66) Agency inquiry for mobile welding plant. E.S.B. 40895/66.
(219/66) Agency inquiry for laboratory equipment; textile machinery and equipment. E.S.B. 28870/66.
(220/66) Inquiry for mica strips. E.S.B. 32599/66.
(222/66) Inquiry for alloy steels; flanges and forgings; pipes. E.S.B. 42133/66.
(222/66) Manufacture under licence – glues; insulating tapes; jointings; mastics; paints and emulsions; polishes; resins. E.S.B. 40664/66.

Spain
(222/66) Agency inquiry for iron and steel products. E.S.B. 42108/66.
(222/66) Manufacture under licence – ships' equipment. E.S.B. 32187/66.

Sweden
(222/66) Inquiry for fabrics. E.S.B. 42181/66.

Switzerland
(221/66) Agency inquiry for furniture. E.S.B. 41758/66.
(222/66) Agency inquiry for clinical thermometers. E.S.B. 42146/66.
(219/66) Inquiry for foils. E.S.B. 32031/66.
(221/66) Inquiry for disposal equipment and supplies E.S.B. 42044/66.

United States of America
(218/66) Agency inquiry for plastic working machinery and equipment; vacuum forming materials. E.S.B. 41294/66.
(221/66) Agency inquiry for farm items; veterinary products. E.S.B. 41862/66.
(219/66) Inquiry for air treatment equipment and accessories. E.S.B. 41633/66.
(220/66) Inquiry for chemicals. E.S.B. 41093/66.
(221/66) Inquiry for gin; Scotch whisky. E.S.B. 41839/66.
(221/66) Inquiry for wing nuts. E.S.B. 42074/66.
(222/66) Inquiry for fibre chopping machines. E.S.B. 41872/66.
(222/66) Inquiry for glass; metal tubes and pipes; metal studs; nails; wire mesh. E.S.B. 30265/66.
(223/66) Inquiry for data processing and computer installation accessories. E.S.B. 42345/66.
(223/66) Inquiry for motor vehicle accessories. E.S.B. 38430/66.

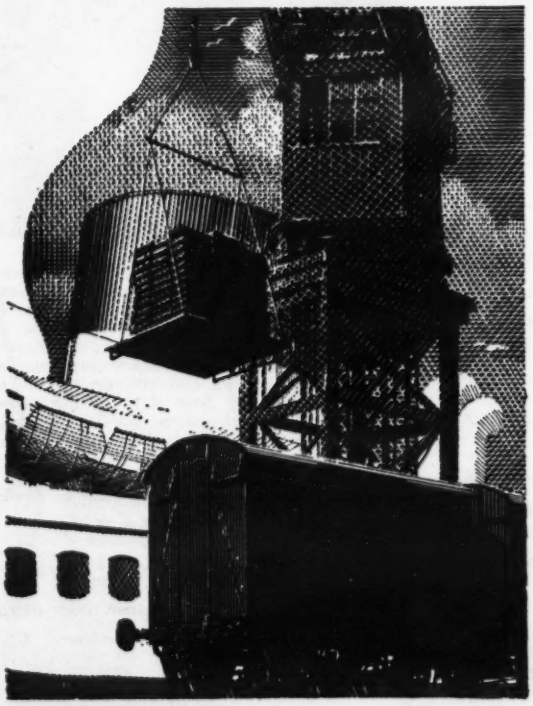
Venezuela
(222/66) Agency inquiry for yarn. E.S.B. 42321/66.
(223/66) Agency inquiry for sodium fluosilicate. E.S.B. 42157/66.

Zambia
(218/66) Agency inquiry for clothing; footwear; haberdashery; household items; textiles; toys; travel goods; watches and clocks. E.S.B. 40880/66.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page viii of October 7 issue.*)

Every day and every night



the Harwich–Hook-of-Holland services, operated jointly by British Rail and Zeeland S.S. Co., provide a modern fast route for the export of merchandise to Europe.

For expert attention to your transport problems consult the
CONTINENTAL TRAFFIC & SHIPPING MANAGER
129 BISHOPSGATE LONDON E.C.2. TEL: BIS 4702 TELEX 25249
or your accredited Freight Agent

Harwich–Hook of Holland

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help. A list of British commercial representatives was published in October 7 issue.

PORTUGAL

To the President of the Board of Trade,

I would like to take this opportunity, on behalf of my Council and Society, of saying how very much we appreciated the magnificent efforts of the Board of Trade and Central Office of Information, and in particular those persons directly connected with it, in the construction and design of the stand at the Santarem Fair in Portugal in June this year. We were, all of us, most proud of the stand, which looked very well indeed in comparison with the other countries exhibiting.

There is no doubt about it that the whole affair was a great success, and I am certain did a tremendous amount to enhance British prestige in agricultural circles, not only in Portugal, but also amongst those other countries exhibiting who visited our stand. The painstaking and detailed trouble that the members of both the Board of Trade and the Central Office of Information took to ensure that not only were our requirements met, but also that the best possible building and design was put up, was much appreciated; I do hope that we shall have the opportunity of repeating this again in some other parts of the world.

Already we have received a considerable number of inquiries, which whilst not firm ones at this stage, will I am almost certain lead to an expansion of business in that part of the world.

The Hereford Herd Book Society.

AUSTRALIA

Thank you very much for your letter. It is nice to see how technical information we pass over to the British Information Services is handled so expeditiously in various countries of the world.

The same item has brought us inquiries from the United States, India, Assam, Hongkong, Spain and other countries, and we are grateful for the support being given to industry by the British High Commission offices spread around the world.

Pilamec, Coleford, Glos.

BRUSSELS

Your Department really is being wonderfully helpful and thank you once again for the information in your letter.

One hears criticism of the Board of Trade, but it has been my experience, both in this company and elsewhere, that if the information needs are concisely defined, the Export Services Department can be relied upon to come up with the answer.

Letter to Export Services Branch from Mitchell Engineering Ltd., Peterborough.

MOROCCO

May I offer you our very sincere thanks for the time, assistance, and attention which you gave to M. Maurin and myself on the occasion of our recent visit to Casablanca. I would be greatly obliged if you would also pass these thanks on to those members of your staff who helped us.

As I told you on our eve of departure, the introductions and contacts made allowed us to achieve our objectives of finding a suitable collaborator in Morocco. It is most probable that this business will develop satisfactorily, and that you will be seeing other members of our various companies visiting your territory.

Hadfields Ltd., Sheffield.

Mr. Roy Mason (centre), Minister of State, Board of Trade, and HE R. S. Isaacson (right), the British Ambassador to Switzerland, being shown round the United Kingdom Atomic Energy Authority stand at the International Nuclear Industries Fair held in Basle in September

SCANDINAVIA

We are pleased to be able to tell you that Mr. Abbott's visit to Scandinavia was very satisfactory. The success of Mr. Abbott's tour was largely due to your co-operation and the most valuable assistance provided by the Commercial Officers of the respective Embassies. No doubt you will wish to advise them of the appointments we have made and at the same time we would be very grateful if you would convey our appreciation of their great help.

Letter to London and South Eastern Regional Office from J. A. Products, Bournemouth.

I would like to thank you on behalf of my brother and Mr. Kerman for the help and assistance of both yourself and the various offices of the Consulates that we contacted during our recent tour of the Continental and Scandinavian countries. As no doubt you have heard by now, our trip was very successful and we received orders to the total of £163,000. These orders were mostly confined to Holland; however, we have opened up one or two new markets and services of your Consulates were very helpful indeed.

Letter to Export Services Branch, from Fairview Caravans Ltd., Harwich.

COLOGNE

To the Editor, 'Board of Trade Journal'

We feel we must bring to the notice of yourself, and the subscribers of your magazine, the results of our very successful exhibition with Tentomatic at the International Camping Exhibition held in Cologne in October.

Orders were secured from firms in seven major countries – including France who is, as far as tents are concerned, a 'closed shop'. We have even made arrangements for Tentomatic to be exhibited in Galeries Lafayette, one of the largest stores in Paris!

The creation of an export market for Tentomatic is largely due to the help and encouragement given to us by The Board of Trade. We must also pay tribute to the support given to Tentomatic by the British Consul in Cologne.

Tentomatic, London, S.W.16.

WE CAN'T DELAY YOUR CARGO IN NEW YORK.

OUR WAREHOUSE ISN'T BIG ENOUGH.

And it doesn't have to be.

The EL AL air cargo service operates on the basis of speedy shipping and speedy clearance at the other end.

It is a service that is personal and meticulous. Textiles, machines, made-up garments–you name it, we'll freight it. And fast.

With EL AL cargo is ready for customs clearance within 30 minutes of the aircraft's arrival in New York.

We'll collect in London and have your cargo in New York same day.

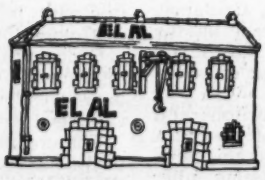
As we've said, it's a very personal service.

We know our customers well, but we're very gregarious–we don't mind making more friends.

EL AL air cargo to New York, Nairobi, Nicosia, Teheran, Athens, Johannesburg, Tel Aviv and Istanbul.

See us, ring us, EL AL Cargo; London, 2a Conway Street, W.1. Museum 1142. Manchester 218 Royal Exchange, Deansgate 4208.

EL AL ISRAEL AIRLINES



Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN FREE TRADE ASSOCIATION

Drawback and export rebate

THE *Board of Trade Journal* of August 26, 1966 contained an article on the effect of the decision by the EFTA Council that as from December 31, 1966, exporters will no longer be able to claim both Area tariff treatment and drawback for their goods. The article also referred to the fact that as from the end of this year export rebate will not be granted for goods claiming EFTA tariff treatment. This does not mean that all goods exported to EFTA countries will be refused drawback and/or export rebate, but if either or both are claimed the importing EFTA country will be entitled to charge the full rate of duty applicable to non-EFTA goods. Full details of both these decisions are contained in Customs Notice No. 74, copies of which may be obtained from any Custom House or office of a Collector of Customs and Excise.

PORTUGAL

Amendment to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 248, of October 25, 1966, publishes Decree Laws 47275 and 47276, which introduce the following additional note to the Customs Tariff.

70.20.25.....

Note: When imported by rope manufacturers to be used solely in the manufacture of twine, rope and cable, continuous fibre or yarn is subject to a duty of Esc. 1.60 and 0.80 per kg. respectively in the maximum and minimum tariffs, subject to an official communication from the Inspectorate-General of Agricultural and Industrial Products to the effect that the said goods are not manufactured economically in the country. The fibres and yarns which are not used in the manner mentioned above will pay the duties of the tariff heading. Importers must record the quantities imported and the use made of the fibres and yarns in their own book, making available for customs inspection all the necessary data for the verification of its use.

EUROPEAN MARKETING CONFERENCE

Seen at the London Conference of European Marketing Systems, Limited, are (from left to right): Mr. G. Murray (European Marketing Systems GB), Frau Elizabeth Branner (Gesellschaft fur Vertriebaforschung), Mr. B. Jonsson (AB Marketing), Mr. J. Diggle (European Marketing Systems GB), Dr. C. Weterman (Institut Voor Marktonderzoek NV), Monsieur F. Nepveu-Nivelle (International President of European Marketing Systems), Monsieur Leys (Essor International), Mr. W. Hoyle (European Marketing Systems GB), Mr. J. Jacobsthal (Switzerland), Mr. J. Hadley (European Export Council). The two-day conference was held to discuss export marketing developments between EEC, Britain and other EFTA countries.

The tariff rates resulting from this change are to be considered as basic duties, and supersede the rates laid down by Article 1 of Decree Law No. 43295 of November 5, 1960.

The following tariff item is to be added to the list annexed to Decree Law No. 43769, of June 30, 1961:

70.20 Glass fibre (including wool), yarns, fabrics and articles made therefrom:

Ex 05 Continuous fibres or yarns in accordance with the terms of the note to the present tariff heading.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Amendment to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 234, of October 8, 1966, publishes Decree Laws 47248 and 47249 introducing the following additional note to the Customs Tariff:

85.01.15.....

Note: Toroidal cores of pulverized iron and ferrite cores referred to in the present sub-heading, when imported by Portuguese manufacturers of loading coils for loading telephone cables who use them solely for producing loading coils of their own manufacture, shall be liable to a rate of 5 per cent and to the other conditions set forth in the Note to sub-heading 85.01.08.

The tariff rates resulting from this change are to be considered as basic duties, and supersede the rates laid down by Article 1 of Decree Law No. 43295 of November 5, 1960.

The following tariff item is to be added to the list annexed to Decree Law No. 43769 of June 30, 1961:

85.01.....

Ex 15 Toroidal cores of pulverized iron and ferrite cores, in accordance with the terms of the note to the present tariff heading.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

WE CAN'T DELAY YOUR CARGO IN NEW YORK.

OUR WAREHOUSE ISN'T BIG ENOUGH.

And it doesn't have to be.

The EL AL air cargo service operates on the basis of speedy shipping and speedy clearance at the other end.

It is a service that is personal and meticulous. Textiles, machines, made-up garments–you name it, we'll freight it. And fast.

With EL AL cargo is ready for customs clearance within 30 minutes of the aircraft's arrival in New York.

We'll collect in London and have your cargo in New York same day.

As we've said, it's a very personal service.

We know our customers well, but we're very gregarious–we don't mind making more friends.

EL AL air cargo to New York, Nairobi, Nicosia, Teheran, Athens, Johannesburg, Tel Aviv and Istanbul.

See us, ring us, EL AL Cargo; London, 2a Conway Street, W.1. Museum 1142. Manchester 218 Royal Exchange, Deansgate 4208.

EL AL ISRAEL AIRLINES

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN FREE TRADE ASSOCIATION

Drawback and export rebate

THE *Board of Trade Journal* of August 26, 1966 contained an article on the effect of the decision by the EFTA Council that as from December 31, 1966, exporters will no longer be able to claim both Area tariff treatment and drawback for their goods. The article also referred to the fact that as from the end of this year export rebate will not be granted for goods claiming EFTA tariff treatment. This does not mean that all goods exported to EFTA countries will be refused drawback and/or export rebate, but if either or both are claimed the importing EFTA country will be entitled to charge the full rate of duty applicable to non-EFTA goods. Full details of both these decisions are contained in Customs Notice No. 74, copies of which may be obtained from any Custom House or office of a Collector of Customs and Excise.

PORTUGAL

Amendment to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 248, of October 25, 1966, publishes Decree Laws 47275 and 47276, which introduce the following additional note to the Customs Tariff.

70.20.25.....

Note: When imported by rope manufacturers to be used solely in the manufacture of twine, rope and cable, continuous fibre or yarn is subject to a duty of Esc. 1.60 and 0.80 per kg. respectively in the maximum and minimum tariffs, subject to an official communication from the Inspectorate-General of Agricultural and Industrial Products to the effect that the said goods are not manufactured economically in the country. The fibres and yarns which are not used in the manner mentioned above will pay the duties of the tariff heading. Importers must record the quantities imported and the use made of the fibres and yarns in their own book, making available for customs inspection all the necessary data for the verification of its use.

EUROPEAN MARKETING CONFERENCE

Seen at the London Conference of European Marketing Systems, Limited, are (from left to right): Mr. G. Murray (European Marketing Systems GB), Frau Elizabeth Branner (Gesellschaft fur Vertriebaforschung), Mr. B. Jonsson (AB Marketing), Mr. J. Diggle (European Marketing Systems GB), Dr. C. Weterman (Institut Voor Marktonderzoek NV), Monsieur F. Nepveu-Nivelle (International President of European Marketing Systems), Monsieur Leys (Essor International), Mr. W. Hoyle (European Marketing Systems GB), Mr. J. Jacobsthal (Switzerland), Mr. J. Hadley (European Export Council). The two-day conference was held to discuss export marketing developments between EEC, Britain and other EFTA countries.

The tariff rates resulting from this change are to be considered as basic duties, and supersede the rates laid down by Article 1 of Decree Law No. 43295 of November 5, 1960.

The following tariff item is to be added to the list annexed to Decree Law No. 43769, of June 30, 1961:

70.20 Glass fibre (including wool), yarns, fabrics and articles made therefrom:

Ex 05 Continuous fibres or yarns in accordance with the terms of the note to the present tariff heading.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Amendment to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 234, of October 8, 1966, publishes Decree Laws 47248 and 47249 introducing the following additional note to the Customs Tariff:

85.01.15.....

Note: Toroidal cores of pulverized iron and ferrite cores referred to in the present sub-heading, when imported by Portuguese manufacturers of loading coils for loading telephone cables who use them solely for producing loading coils of their own manufacture, shall be liable to a rate of 5 per cent and to the other conditions set forth in the Note to sub-heading 85.01.08.

The tariff rates resulting from this change are to be considered as basic duties, and supersede the rates laid down by Article 1 of Decree Law No. 43295 of November 5, 1960.

The following tariff item is to be added to the list annexed to Decree Law No. 43769 of June 30, 1961:

85.01.....

Ex 15 Toroidal cores of pulverized iron and ferrite cores, in accordance with the terms of the note to the present tariff heading.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

SPAIN

Customs tariff

IN THE *State Gazette* of November 7 the Spanish authorities announced modifications to the following sub-heading of their customs tariff and the revised import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
29.01 A1	Butadiene	14%	1%

Home Tax Compensation Levy

IN THE *State Gazette* of November 7 the Spanish authorities announced the following amendments in the Home Tax Compensation Levy:

Tariff Heading	Description	Home Tax Compensation Levy
45.03	Articles of natural cork:	
A	Stoppers, including flat stoppers:	
1	Without accessory parts of other material . . .	11%
2	Other	12%
B	Discs for lining crown corks and for similar uses . .	11%
C	Other	11%
45.04	Agglomerated cork and articles of agglomerated cork .	11.5%

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

Opening of global quotas

THE SPANISH list of global quotas for 1966 was published in the *Board of Trade Journal* for March 11, page 574. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quota:

Quota No. 52

Goods: Dumpers.

Value of licences for which applications invited: 82.500 million pesetas. Applications to be presented between November 15 and 30.

FRANCE

Liberalization of imports (1)

THE *Board of Trade Journal* of May 6, 1966, page 1028-1031, published two lists of goods subject to quantitive restriction in France. List 1, covering goods imported from the former OEEC countries and their dependent overseas territories, should be amended as follows:

The following tariff headings should be suppressed:

Ex 02-01 Ex A Ex I Ex a. Meat and edible offals of the animals included in numbers 01-01 to 01-04 inclusive, fresh, chilled or frozen:
Meat:
Of the horse, ass and mule species:
Domestic
Presented from January 1 to August 31 inclusive.

List 2, covering goods originating in Hong Kong remaining subject to Quantitative Restriction.

The following tariff heading should be suppressed:

60-03 Ex, B (Ex III) Stockings, under stockings, socks, sockettes and the like; knitted or crocheted, not elastic nor rubberized.
Other
Of other textile materials;
Of synthetic fibres

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Trading links with Nigeria and with France

A full range of services is available to businessmen interested in these countries

BRITISH AND FRENCH BANK LIMITED

33/36 KING WILLIAM STREET LONDON EC4 TELEPHONE MANSION HOUSE 5678

Affiliated Bank in Nigeria

United Bank for Africa Limited

Members of the world-wide banking Group headed by **Banque Nationale de Paris**

Liberalization of imports (2)

THE FRENCH *Journal Officiel* of November 8 announced that the following tariff items are liberalized for all countries:

Ex. 02-01 Ex A ex(1) ex (a) and (b), Ex B (Ex1)
Meat and edible offals of the animals falling within heading 01-01 to 01-04 inclusive, fresh, chilled or frozen:
Meat –
Of animals of the equine, ass and mule species:
Domestic
Presented from January 1 to August 31 inclusive
Other.
Edible offals –
Of animals of the equine, ass and mule species:
Presented from January 1 to August 31 inclusive

07-03 Vegetables provisionally preserved in brine, in sulphur water or in other preservative solutions but not specially prepared for immediate consumption.

60-30 Stockings, under stockings, socks, angle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 6 announced that for the period from November 6 to June 30, 1967, inclusive, the quota for seed potatoes laid down under heading 07.01 A.Ia of the customs import tariff has been fixed at 30,000 metric tons of early potatoes and 6,000 metric tons of floury potatoes (variétés féculières).

The conditions under which potatoes will be admitted under the quota are those laid down by an order of August 12, 1958, relating to the import of potatoes and by an order of April 12, 1962, fixing the general conditions of import for quotas established in the customs tariff.

Import authorities will be valid for 30 days from the date of their delivery, but will not, in any case, be valid after June 30, 1967.

Applications for import certificates must conform with the dispositions of orders of April 12, 1962, and October 1, 1963. They should be sent by registered post to the Bureau des fruits et legumes, sous-direction des produits végétaux (direction générale de la production et des marchés, ministère de l'agriculture), 3 rue Barbet-de-Jouy, Paris, 7e.

The applications must be confined to the following varieties:

Early: Asoko, Bea, Carla, Climax, Esterling, Ideaal, Ostara, Primura, Sirtema.

Floury (Fèculières): Ambassadeur, Daressa, Flora, Kotnov, Maritta, Panthor, Thynia, Ultimus, Amex, Kaptah-Vandel, Commandeur, Calori, Goliath, Format, Multa, Bohm's Bodenkraft, Patroness.

Each application must not exceed 230 metric tons.

Potatoes are subject to sanitary controls, laid down in the order of November 8, 1954, on import into France, and they must be routed through a Customs Post open for phytosanitary control. A list of these Posts was fixed in an order dated March 5, 1962.

The full French text of this notice, including a specimen form of application for authority to import, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

This box type semi-trailer, built by Tiverton Couchbuilders Ltd., was designed for the bulk transport of meat and frozen foods from Britain to Holland, Germany, France and Italy. The vehicle, one of three built to TIR specifications, has been placed in service by Taunton Meat Haulage Ltd.

LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese customs tariff:

Heading No.	Description	Basis for Collection	Normal Tariff
07.05	Beans of all kinds, lentils and chick peas, etc.. . These items became duty-free on October 1, and will remain so until April 30, 1967.	*ad valorem*	Free
84.18	Centrifuges; filtering and purifying machinery and apparatus for liquids or gases:		
	a. for use in agriculture (1)	*ad valorem*	Free
	b. for use in industry (1)	*ad valorem*	1%
	c. for the purification of foul water (1)	*ad valorem*	1%
	d. other	*ad valorem*	18%
	(1) N.B. Duty reduction or exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.		
99.01	Paintings, drawings and pastels, executed entirely by hand (other than industrial drawings falling within heading No. 49.06 and other than hand-painted or hand-decorated manufactured articles):		
	a. Framed	Value of the frame	18%
	b. Other	*ad valorem*	Free
99.02	Original engravings, prints and lithographs:		
	a. Framed	Value of the frame	18%
	b. Other	*ad valorem*	Free

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

SYRIA

Banking

AS FROM January 1, 1967, the five existing commercial banks in Syria will be merged into a single unit, to be called the Syrian Commercial Bank. The new director-general will be Fakhruddin Khalil, present director of the Arab Unity Bank at Lattakia.

One of the main objects of this move will be to secure foreign credit facilities on better terms.

(*Continued on next page*)

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

HOLLAND
ELECTROTECHNIEK
Electrical and Nuclear Engineering
Sub. £3.10.0 p.a. usual no. of pgs.: 68-76. series of 26, pg. £31.4.0, ½ pg. £16, ¼ pg. £8.4.0.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
10/- plus Post 1/-

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6534/5

SYRIA, *continued*

Those banks amalgamated are: Arab World Bank, the Arab East Bank, The Arab Unity Bank, Omayyad Bank, and Syria and Overseas Bank.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

TUNISIA

Prohibition of imports

THE TUNISIAN *Journal Officiel* of October 21 to 25, published a notice adding the following to the list of prohibited imports:

Tariff No.	Description
Ex 85-08	Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magneto-dynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamos and cut-outs for use in conjunction therewith: Sparking plugs.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479-81).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

THE BRITISH BANK
OF THE MIDDLE EAST
Incorporated by Royal Charter 1889
HEAD OFFICE: 7 KING WILLIAM STREET, LONDON, E.C.4
Mansion House 2643 (6 lines)
CAPITAL AND PUBLISHED RESERVES £5,600,000
Deposits £121,000,000
A member of The Hongkong Bank Group
CHAIRMAN: Sir Michael Turner, C.B.E.
DEPUTY CHAIRMAN: Sir Geoffrey Eley, C.B.E.
GENERAL MANAGER: A. Macqueen
BRANCHES
ADEN · INDIA · JORDAN · LEBANON · MOROCCO · SAUDI ARABIA
TUNISIA · ABU DHABI · BAHRAIN · DUBAI · KUWAIT
MUSCAT AND OMAN · QATAR · RAS AL KHAIMAH · SHARJAH
ASSOCIATED BANK IN IRAN
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)
ASSOCIATED BANK IN LIBYA
BANK OF NORTH AFRICA
Capital & Reserve £L1,000,000 (£1,000,000)

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import list published in the *Board of Trade Journal* on August 5, 1966 (pages 364-373).

GLOBAL IMPORT QUOTAS

Page No.	Quota Serial No.	Tariff Statis. No.	
364/365	32	28.25 29.15.90 32.06 32.07.40 38.19.20 39.02.10	Add to descriptions: 'Excluding plastifiers'.
365	45	29.15.90 39.01.10 39.02.10	Add to descriptions: 'Excluding plastifiers'.
365	75	35.06.90 38.19.20 39.01.10 40.05 48.15.90	Add to descriptions: 'Excluding plastifiers'.
366	87	38.19.20	Add to descriptions: 'Excluding plastifiers'.
366	88	38.19.20	Add to descriptions: 'Excluding plastifiers'.
366	94	34.02 38.12 38.19.20 39.02 39.03.90 39.03.90	Add to descriptions: 'Excluding plastifiers'.
366	95	34.02 38.12 38.19.20 39.02.10	Add to descriptions: 'Excluding plastifiers'.
366	96	29.15.90 39.01 39.02.10 39.03.40 39.04 39.05	Add to descriptions: 'Excluding plastifiers'.
366	98	38.19.20 39.01.10 39.02.10	Add to descriptions: 'Excluding plastifiers'.
369	218	73.13.40 70 80 90	A supplementary importers' quota of $250,000 (AID (1)) is transferred to this item from quota serial number 440 on page 372.
	461	29.15.90 38.19.20	NEW QUOTA Only plastifiers. A new industrial quota of $250,000 is transferred to this item from quota serial number 440 on page 372.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R1670-1671, published in the Republic of South Africa *Government Gazette* Extraordinary No. 1579 of October 28, amend the Republic's customs tariff as follows:

	I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty MFN	V Rate of Duty Preferential
R.1670 44.09	By the substitution in the heading to tariff heading No. 44.09 for the word 'chips' of the word 'shavings'.				
59.07	By the deletion in the heading to tariff heading No. 59.07 of the word 'woven'. *Notes:* (1) The provision for word chips is being substituted by a provision for wood shavings. (2) The effect of this notice is that the provision under tariff heading No. 59.07 is no longer limited to woven fabrics.				
R.1671		*Extent of Rebate*			
308.02	By the substitution for tariff heading No. 59.07 of the following: 59.07 Buckram and similar fabrics .	Not exceeding the MFN duty			
312.02	By the substitution for tariff heading No. 59.07 of the following: 59.07 Buckram and similar fabrics . *Note:* The existing provision is being extended to include fabrics similar to buckram.	Not exceeding the MFN duty			

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Pretoria of the following customs tariff changes published in *Government Gazette* Extraordinary No. 1591 of November 11:

Ethelene Polymers and Co-Polymers, liquid or pasty, of a specific gravity not exceeding 0.940, blocks, lumps, powders and similar bulk forms of a specific gravity not exceeding 0.940, monofil, tubes, rods, sticks and profile shapes, plates, sheets, strip, film and foil, waste and scrap – from free of duty to 20 per cent.

Prepared sewing yarn of cotton in units exceeding 300 yards each, whether or not put up for retail sale – from 20 per cent to 25 per cent or 3½ cents per thousand yards.

Machine screws and set screws of iron or steel and of copper, other than socket screws – from 3 per cent to 20 per cent, or 5 cents per lb.

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 423, published in the Republic of South Africa *Government Gazette* No. 1590 of November 11, includes an application for an increase in duty on picks (excluding mattocks) and forks classified under 82.01 – from free of duty to 25 per cent. This is an extension of Application List No. 416 (see the *Board of Trade Journal* Notice of July 15, page 191).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 16), (No. 17) and (No. 18), published as Rhodesia Notice Nos. 763, 766 and 767 of November 4, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the Column B rate of duty)

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
First Schedule				
Notice No. 763				
By the insertion of the following items:				
Ex 113 (b) Iron or steel wedges and barrels, being component parts of anchorages for the stressing of concrete . . *ad val.*	7½%	Free	Free	Free
Ex 331 (2) Laminated plastic sheets or blocks *ad val.*	7½%	Free	Free	Free
Notice No. 766				
By the insertion of the following items:				
Ex 33 (1) (d) Cashew nuts . . . *ad val.*	10%	Free	Free	Free

Notice No. 767

The goods specified below are suspended to an extent sufficient to reduce such duties to the effective rates shown. The provisions shall be deemed to have come into operation on November 4, 1966, and shall only have effect in respect of those goods which are entered for consumption on or before:

(a) December 10, 1966, and
(b) January 10, 1967.

List of goods applicable to (a) above:				
Ex 122 (1) (c) (i) (B) Bar, of rectangular cross-section other than square, of a thickness of not less than ¼ inch and not more than 1 inch, in widths of not more than 4 inches . . *ad val.*	10%	5%	Free	Free
122 (1) (c) (i) (E) Angles, equal, of flange sizes of not less than 1 inch and not more than 4 inches, and of a thickness of not less than 0·09 inch and not more than ½ inch . . . *ad val.*	10%	5%	Free	Free
122 (1) (c) (i) (F) Angles, unequal, of flange sizes of not less than 2 inches by 3 inches, and not more than 3 inches by 4 inches, and of a thickness of not less than ¼ inch and not more than ⅝ inch *ad val.*	10%	5%	Free	Free
List of goods applicable to (b) above:				
122 (1) (c) (i) (D) Channel, of a flange size of not less than 1½ inches and not more than 3 inches and a web size of not less than 3 inches and not more than 6 inches *ad val.*	10%	5%	Free	Free
Ex 122 (1) (c) (i) (F) Angles, unequal, of a flange size of 3½ inches by 2½ inches and a thickness of ¼ inch or 0·3125 inch . . *ad val.*	10%	5%	Free	Free

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government has declared the undermentioned industries and products to be 'pioneer industries' and 'pioneer products' under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
1. Metal working	(a) Aluminium circles (b) Aluminium corrugated sheets
2. Chemical	Perfume compounds
3. Metal working	Enamelled hurricane lamps
4. Food preparation . . .	Flavouring essences (fruit and artificial bases)
5. Processed hair manufacture . .	(a) Processed hair (b) Processed hair goods

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of September 9, 1966, page 659.

The Singapore Government has also given notice of its intention to make an Order declaring the following industries and products to be Pioneer Industries and Pioneer Products under the above-mentioned Ordinance:

Industries	Products
1. Metal working	Liquid petroleum gas cylinders
2. Phonograph record manufacturing .	Phonograph records
3. Chemical	Sodium silicate
4. Petro-chemicals	(a) Hydro carbon solvents (b) Chemical solvents (c) Basic and intermediate chemicals
5. Manufacture of non-ferrous metals .	Copper drawn products (excluding wires)

This notice means that the Minister of Finance is satisfied that the establishment and development of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy exemption from Singapore income tax for a period of from two to five years, depending on the amount of capital investment. Objections to the making of the proposed Order may be made by giving notice in writing to the Minister of Finance on or before December 4, 1966.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE 6197/4/G.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Hints to businessmen booklets

A REVISED edition of the booklet on Chad, Gabon and the Central African Republic has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

NOW!!

BIG DOOR 707 JET FREIGHTER

to

DAR-ES-SALAAM

EVERY SUNDAY

Consult your CARGO AGENT or

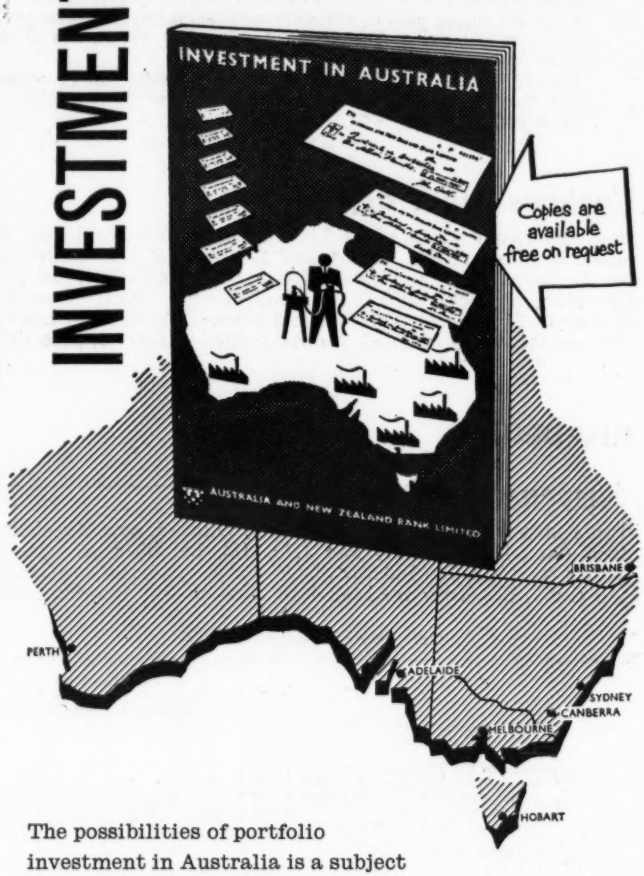
SABENA IS A MEMBER OF IATA QUALITY IN AIR TRANSPORT

SABENA

BELGIAN World AIRLINES

LONDON	Room 2010, Europa Buildings, London Airport Central. Skyport 7290/1
MANCHESTER	Manchester Airport, Wythenshawe, Manchester 22 Mercury 1542
BIRMINGHAM	28 Temple Street, Birmingham 2. Midland 6105/6
GLASGOW	71 Buchanan Street, Glasgow C.1. City 6018/9
DUBLIN	109 Grafton Street, Dublin. Tel. 73440
SHANNON	Shannon Airport, County Clare, Limerick 61640

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as...

Avenues of investment
Securities for portfolios
Trade or direct investment
Investment intelligence
Brokerage, duty, taxation and exchange control
Services for investors and companies

Copies are available free on request

A·N·Z

AUSTRALIA AND NEW ZEALAND BANK LIMITED

Head Office: 71 Cornhill, London, E.C.3. Telephone: AVEnue 1281
Over 1100 Branches and Agencies

AUSTRALIA

Dumping duties

DICHLORPHENOL AND FLOOR coverings of vinyl have recently been made the subject of dumping duties under the Australian Customs (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. CRE 7382/65 and CRE 1836/65 respectively.

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether pigments and colour lakes, tariff items 32.05.1 and 32.06.1, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than December 2.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 3266/65.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister of Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **metal reinforced rubber belting (tariff item 40.10.100).**

This reference has been made as a result of representations by local manufacturers.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
40.10	Transmission, conveyor or elevator belts or belting, of vulcanized rubber:		
40.10.100	Reinforced solely with metal	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with

(*Continued on page* 1303)

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 1216 of November 11 issue.

INCREASED CARGO CAPACITY
plus V.I.P. attention!

FROM LONDON MANCHESTER & SHANNON

Through bookings to all destinations serving Europe, The Middle East, Africa and North America.

SABENA IS A MEMBER OF IATA QUALITY IN AIR TRANSPORT

SABENA

BELGIAN World AIRLINES

LONDON	Room 2010, Europa Building, London Airport Central. Skyport 7290/1
MANCHESTER	Manchester Airport, Wythenshawe, Manchester 22. Mercury 1542
BIRMINGHAM	28 Temple Street, Birmingham 2. Midland 6105/6
GLASGOW	71 Buchanan Street, Glasgow C.1. City 6018/9
DUBLIN	109 Grafton Street, Dublin. Tel. 73440
SHANNON	Shannon Airport, County Clare, Limerick 61640

At your service

In Switzerland—the heart of European banking, in West Germany and in the most important business centres of the Arabic-speaking world, the Arab Bank is at your service, offering businessmen a comprehensive banking service based on first-hand knowledge and wide experience of the countries in which its branches operate.

ARAB BANK LIMITED

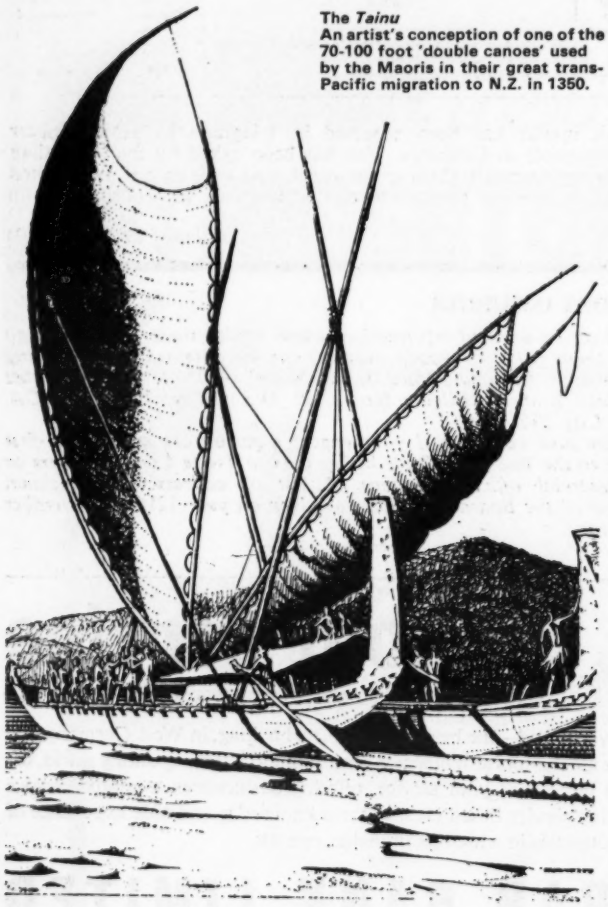
Head Office: AMMAN, JORDAN
Paid-up Capital and Reserves: £11,900,000
Deposits: £99,000,000
Total Assets: £138,000,000

Branches in:
Aden, Bahrain, Gaza, Jordan, Lebanon, Libya, Morocco, Nigeria, Qatar, Saudi Arabia, Sharjah, Sudan, Tunisia.

ARAB BANK (OVERSEAS) LTD.
Registered under Swiss Law)
Paid-up Capital: Swiss Francs 26,400,000
70 Talstrasse, ZURICH
Telephone: 051/25.50.35. Telex: 52.279
and at 3 Rue du Marché, Geneva
Telephone: 022/25.43.55. Telex: 22.038

ARAB BANK A.G.
15 Grosse Gallustrasse, FRANKFURT/MAIN
Telephone: 20306. Telex: 414249.

New Zealand wasn't too far away for its first traders



The *Tainu*
An artist's conception of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350.

WHY SHOULD IT BE FOR YOU?

We have nearly 200 branches in New Zealand. They supply us with regular reports on local market conditions, on import and export needs. We know, or can find out for you, a lot of other things if you are thinking of doing business with—or just visiting—our country. Just ask us. Ask us, too, for our latest **Review of the Economic Situation in New Zealand.**

The National Bank
OF NEW ZEALAND LIMITED

Our London address: **8 Moorgate, London E.C.2 (Tel: MONarch 8311)**

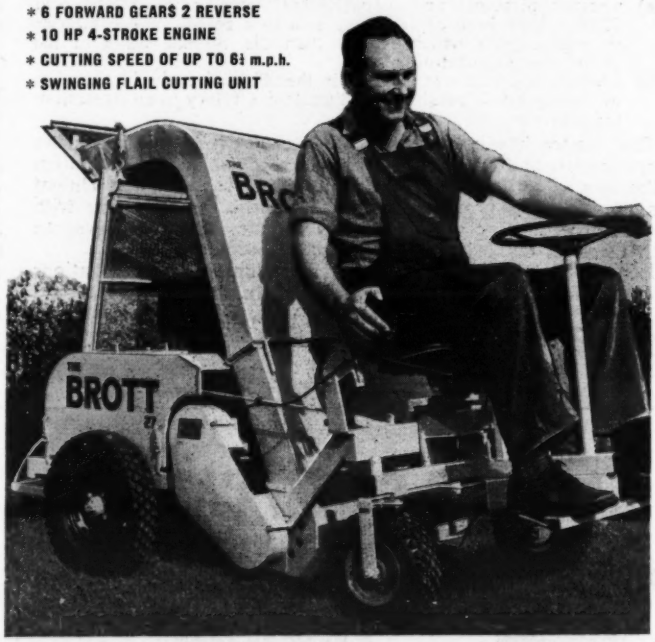
Now cut Grass Maintenance Costs with the

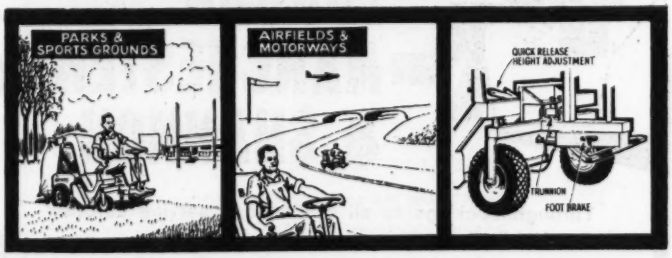
NEW

BROTT 27

CUTTING RATE UP TO 1½ ACRES PER HOUR

* A ROBUST GRASS CUTTER AND AN IDEAL RUBBISH COLLECTOR
* NO MORE GRASS COLLECTION PROBLEMS
* 6 FORWARD GEARS 2 REVERSE
* 10 HP 4-STROKE ENGINE
* CUTTING SPEED OF UP TO 6½ m.p.h.
* SWINGING FLAIL CUTTING UNIT





The BROTT has been designed for day-long cutting without fatigue to the operator. Maintenance costs are negligible with such a unique design. Cuts time and costs in half — long or short grass can be cut and collected in one operation with the minimum of effort.

TRUNNIONED FRONT AXLE ENSURES CONSTANT CUTTING LEVEL WHEN OBSTACLES ARE ENCOUNTERED. IT ALSO ENABLES STEEP BANKS TO BE CLIMBED IN SAFETY. QUICK RELEASE HEIGHT ADJUSTMENT ENABLES A VARIETY OF HERBAGE TO BE CUT UNDER MOST CONDITIONS.

WRITE NOW FOR A DEMONSTRATION AND FULL PARTICULARS FROM THE SOLE MANUFACTURERS:

Edward Thomas & Co. (Oswestry) Limited,
Whittington Road, Oswestry, Shropshire. Telephone Nos. 3271/3

normal procedure, notification in this instance should be given to the Australian authorities **not later than December 6.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2171/66.

References to the Special Advisory Authority

DETAILS WERE given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition, to temporary duties.

References have now been made to the Special Advisory Authority in respect of:

Band pass crystal filter units (Tariff Item 85.15.900) and textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials (Tariff Item 59.08.990).

Details of the Tariff Items under which the above-mentioned goods are dutiable are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for Investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319), quoting reference CRE 7826/65 and CRE 986/66.

New Zealand's International Bank links the Pacific with the World

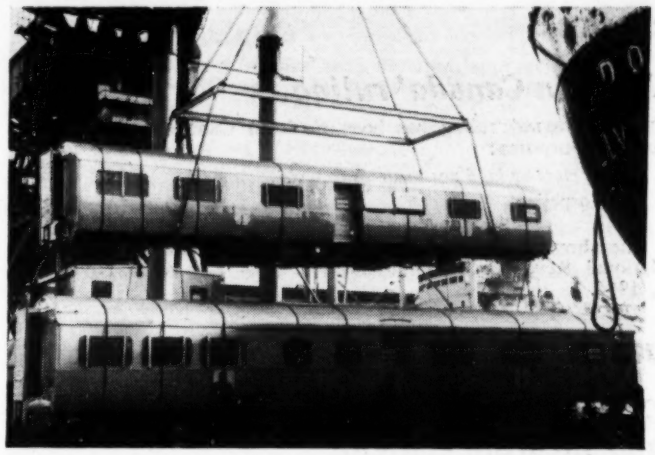
Through correspondents and agents we are able to conduct a world-wide international banking business. Enquiries are welcomed both in London and at Head Office.

As New Zealand's leading bank, with over 390 offices, including branches in Australia and Fiji, we offer a first class banking and information service.

Bank of New Zealand

Incorporated with limited liability in New Zealand 1861

London Main Office: 1 Queen Victoria Street · EC4
Piccadilly Circus Office: 54 Regent Street · W1
Haymarket Office: 30 Royal Opera Arcade · SW1
(New Zealand House Building)
Head Office: P.O. Box 2392 · Wellington · New Zealand



When the Blue Funnel liner 'Calchas' sails from Birkenhead for Bangkok she will be carrying a three-coach train, ordered by the Thailand State Railways in 1964 for the use of King Bhumibol Adulyadej and Queen Sirikit. It will arrive in Bangkok on December 5 during the First Asian International Trade Fair, at which Blue Funnel and Glen Line have a joint stand. The order for the train, made by Cravens, Limited of Sheffield, is worth £250,000 and was won against international competition. The train comprises a day coach and a night coach for the King and Queen, together with a combined day/night coach for the royal children. The picture shows two of the carriages prior to shipment.

PHILIPPINES

Tariff changes

BY A Presidential Executive Order the following amendment has been made to the Philippine tariff. This takes effect from November 13, 1966.

Tariff Heading No.	Description of Articles	Rate of Duty
87.01	Tractors (other than those falling within heading numbered 87.07), whether or not fitted with power take-offs, winches or pulleys:	
	A. Tractors of less than 50 h.p. . . . *ad val.*	5%
	B. Other . . . . . *ad val.*	10%
87.12	Parts and accessories of articles falling within headings numbered 87.09, 87.10 and 87.11:	
	A. Bicycle carriers . . . . . *ad val.*	40%
	B. Bicycle frames . . . . . *ad val.*	75%
	C. Bicycle mudguards . . . . . *ad val.*	35%
	D. Other . . . . . *ad val.*	10%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456 and 457).

Certificates of Origin

Export Invoices for all Commonwealth Countries.
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone
THE CHATSWORTH PRESS & PAPER CO., LTD.
39 Waterloo Road, London, N.W.2. *Tel:* **Gladstone 9861 (3 lines)**

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes:

Of 'a class or kind not made in Canada'.

Morphline.

(Ruling effective November 9, 1966).

The above information is contained in Canadian Department of National Revenue Memorandum No. D51-33-1, dated November 9, 1966.

UNITED STATES

Cigarettes—Determination of tar and nicotine content

THE UNITED STATES Federal Trade Commission has announced that it will hold a public hearing on November 30, 1966, in Room 532, Federal Trade Commission Building, Sixth Street and Pennsylvania Avenue NW, Washington, DC, at which interested persons may present their views relevant to the manner of testing cigarettes to determine their tar and nicotine content.

The purpose of the hearing is to establish a public record to assist the Commission in determining what action should be taken with respect to modifying or amplifying the Cambridge Filter Method, as described in an article entitled 'Determination of Particulate Matter and Alkaloids (as Nicotine) in Cigarette Smoke' by C. L. Ogg, which appeared in the *Journal* of the Association of Official Agricultural Chemists, Vol. 47, No. 2, 1964, to determine tar and nicotine yields of cigarette smoke.

The Commission solicits information and suggestions on the following questions:

1. Whether the butt-length to which test cigarettes are smoked should be 23 mm for non-filter cigarettes, and the length of the filter and overwrap plus 3 mm for filter cigarettes if such combined length is more than 23 mm.

2. Whether the total particulate matter should be reported on a 'wet' or 'dry' basis, and if the latter whether the gas chromatography method published by C. H. Sloan and B. J. Sublett, 'Moisture Content of the Particulate Phase of Smoke from Filter and Non-filter Cigarettes' in Tobacco Science 9, page 70, 1965, as modified by F. J. Schultz and A. W. Spears report 'Determination of Moisture in Total Particulate Matter' published in Tobacco Vol. 162, No. 24, page 32, dated June 17, 1966, should be employed to determine the moisture content.

3. Whether test results should be reported in terms of whole numbers and fractions of milligrams, or a range, or a figure accompanied by the standard deviation with an explanation.

4. The number of cigarettes to be smoked necessary to produce reliable results, and the size and geographic distribution of the sample from which such test cigarettes are selected.

Interested persons are invited to submit any information pertinent to these questions or other aspects of the subject. Written views should be sent to Mr. Joseph W. Shea, Secretary, Federal Trade Commission, Sixth Street and Pennsylvania Avenue NW, Washington, DC 20580,, by November 30, 1966. Persons submitting written presentations exceeding two pages should file 12 copies thereof, and any person desiring to make oral presentation at the hearing should notify the Secretary of the Commission no later than November 21, 1966.

All data or views presented orally or in writing will be available for examination at the Federal Trade Commission, Washington, DC.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Amendment to the Federal Food, Drug, and Cosmetic Act

UNITED STATES Public Law 89-477, approved on June 29, 1966, amends Section 402 (d) of the Federal Food, Drug and Cosmetic Act to read as follows:

Section 402

A food shall be deemed to be adulterated –

'(d) If it is confectionery, and –

(1) has partially or completely embedded therein any non-nutritive object: Provided, That this clause shall not apply in the case of any non-nutritive object if, in the judgment of the Secretary as provided by regulations, such object is of practical functional value to the confectionery product and would not render the product injurious or hazardous to health;

(2) bears or contains any alcohol other than alcohol not in excess of one-half of 1 per centum by volume derived solely from the use of flavouring extracts; or

(3) bears or contains any non-nutritive substance: Provided, That this clause shall not apply to a safe non-nutritive substance which is in or on confectionery by reason of its use for some practical functional purpose in the manufacture, packaging, or storage of such confectionery if the use of the substance does not promote deception of the consumer or otherwise result in adulteration or misbranding in violation of any provision of this Act: And provided further, That the Secretary may, for the purpose of avoiding or resolving uncertainty as to the application of this clause, issue regulations allowing or prohibiting the use of particular non-nutritive substances.'

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

ECUADOR

Prior deposits on imports

IT WAS REPORTED in the *Board of Trade Journal* of October 14, page 980, that the Ecuadorean Monetary Board had decided that as from September 21 importers would be required to pay normal import deposits in respect of all imports other than those under List I purchased on credit of at least one year for which no prior deposit would be payable.

The British Embassy in Quito has now reported that the Monetary Board decided on October 22, 1966, on some further relaxation and announced that in addition to receiving the requirement for prior deposits under List I mentioned above, List I goods imported with foreign credit of between 180 days and a year will attract only half the normally required prior deposit.

GUYANA

Vehicle import regulation

THE BOARD OF TRADE have been advised that the Guyana Ministry of Communications have announced that since the law of Guyana requires drivers to use the left-hand side of the road and it is a basic requirement that the steering pillar of vehicles is on the right-hand side, in future, with the exception of tractors, it will not be possible to register vehicles which have a steering pillar on the left-hand side.

Inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

COLOMBIA

Import regulations

IT HAS BEEN reported by HM Embassy at Bogota that, on October 14, 1966, the Colombian Government issued Decree No. 2620 which modifies the Customs duties on fertilizers. The text of the decree is as follows:

Article 1. The text and duties of the Tariff headings mentioned hereunder will be as follows:

Tariff Heading	Description	Duty
31.01	Guano and other natural animal or vegetable fertilizers, whether or not mixed together, but not chemically treated:	
A	Guano	10%
B	Other	10%
31.02	Mineral or chemical fertilizers, nitrogenous:	
IJ	Mixtures and solutions as defined in paargraph B. C. and D. of Note (31-1) of this chapter	10%
31.03	Mineral or chemical fertilizers, phosphatic:	
E	Mixtures and solutions as defined in paragraphs B. and C. of Note (31-2) of this chapter	10%
31.04	Mineral or chemical fertilizers, potassic:	
F	Mixtures as defined in paragraph B. of Note (31-3) of this chapter	10%
31.05	Other fertilizers: goods of the present chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 Kg:	
A	Other fertilizers:	
III	Mineral or chemical fertilizers composed of at least two fertilizing substances: nitrogen, phosphoric acid and potassium; mixtures of mineral or chemical fertilizers of animal or vegetable origin:	
a	Containing more than 40% of fertilizing substances	10%
b	Other	10%
IV	Other	10%
B	Goods of the present Chapter in tablets, lozenges and similarly prepared forms or in packings of a gross weight not exceeding 10 Kg.	50%

Article 2. The following Additional Note must be inserted in the preliminary rulings of Chapter 31 of the Customs Tariff:

Additional Note: Imports of the goods classified under this Chapter, with the exception of those falling within tariff heading 31.05.8, require the prior approval of the Ministry of Agriculture.

BARBADOS

Customs tariff changes

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of Part I of the First Schedule of the Barbados Customs Tariff by the deletion of the existing rates of duty on the items shown below and the substitution of the following new rates:

Item	Rate of Duty	
	Preference	General
Cigars and cheroots (per lb.)	$6.76	$7.24
Tobacco manufactured—plug, stick and twist (ii) per lb.)	$3.06	$3.06
Other manufactured tobacco except snuff (ii) (per lb.)	$3.06	$3.06

Inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
10/- plus Post 1/-

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

The Publisher. The quarterly journal for Publishing Management. Single copies 7s. 6d. post free. Subscription rate £1 10s. 0d. per annum or £3 0s. 0d. for three years. Overseas, £1 15s. 0d. per annum or £4 0s. 0d. for three years.
The Publishers Circular Ltd., 79, Limpsfield Road, Sanderstead, Surrey.

PUBLISHING & DISTRIBUTING CO. LTD.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6534/5

'Approved products'

THE FOLLOWING PRODUCTS have been declared 'approved products' in Barbados for the purposes of the Industrial Development (Export Industries) Act, 1963:

Costume jewellery, novelties, toys, metal and plastic products, and components of the said products.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Board would copy their initial correspondence to the British Trade Commissioner, PO Box 676C, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law, 1956:

Laundry blue; coconut shell granules and coconut shell flour, and activated and other carbons made from coconut shells; salt for chemical use, salt for food preparation, salt for table use; dry yeast for baking purposes; roll formed sections of steel including 'Z' roof purlins and ancillary fittings for structural work.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

We know Australia
Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.
COMMONWEALTH TRADING BANK OF AUSTRALIA
Chief London Office: 8, OLD JEWRY, E.C.2
and at Australia House, Strand, W.C.2
Head Office: SYDNEY, N.S.W., AUSTRALIA

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
10/- plus Post 1/-

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

YUGOSLAVIA
ECONOMIC REVIEW (M)
Pub. in English Circ. 10-12,000
Adv. rates: 1 pg. £180.; ½ pg. £95; ¼ pg. £50.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6534/5

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
10/- plus Post 1/-

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

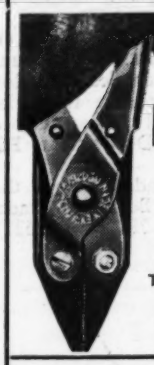
RHODESIA
Zambia, Malawi, Botswana Portuguese E. Africa Directory, 1966. Price: £4.10.0 plus 9s. postage.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6534/5

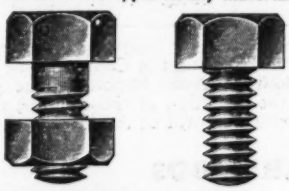
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



MAUN
HAND TOOLS
The best to get hold of
Manufacturers of stationers punches, eyeletting tools, pliers etc., Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.
MAUN INDUSTRIES LTD
Mansfield Notts Telephone: 1915

Jacksons
OF BOURNE END
Speciality millboards and fibreboards for industry uses:
BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES
JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

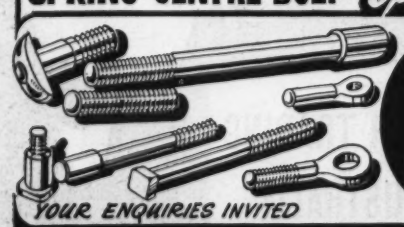
Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material

Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

N F Ramsay & Co Limited
architectural ironmongery specialists
NFR

North registered office	6/8 Charlotte Square, Newcastle upon Tyne 1, (ONE 2) Newcastle 26131, telex 53462
London	59/61 Theobalds Road, London WC1. (01) HOLborn 1514, telex 26222
Midlands	Lee Bank House, 63 Blucher Street, Birmingham 1. (021) MIDland 6657, telex 338286
West	81 Whiteladies Road, Clifton, Bristol 8, (OBR2) Bristol 33299
Scotland	17 Rutland Square, Edinburgh 1, (031) FOUntainbridge 1496

General sheet metal workers
metal polishers to the trade
Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road, Barking, Essex
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association

HAWKER SIDDELEY
BROWN
WORLD LEADERS IN EDUCATIONAL TECHNOLOGY SYSTEMS
And Britain's foremost suppliers of Headsets
S. G. BROWN LTD · COMMUNICATIONS DIVISION
KING GEORGE'S AVENUE · WATFORD · HERTFORDSHIRE
Telephone: Watford 23301 · Telex: 23412 · Telegrams: Radiolink Watford
Hawker Siddeley Group supplies mechanical, electrical and aerospace capital equipment with world-wide sales and service.

SPRING CENTRE BOLT *Specialists*

U BOLTS
THROUGH BOLTS
AND GENERAL
AUTOMOTIVE
PARTS TO
CUSTOMERS
SPECIFICATION
YOUR ENQUIRIES INVITED
The COSSENTINE BOLT & ENGINEERING Co. LTD.
THE PLATT, PUTNEY, S.W.15. TEL. PUTNEY 7121. GRAMS. COSSENTINE. PUT. LONDON

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

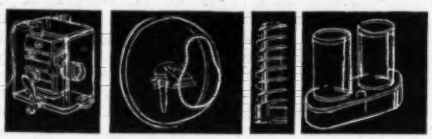
Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

COX
will make it from "Perspex" or any rigid thermoplastic material



Be it large or small, many or few, industrial or otherwise, COX will plan, design and produce it. Ask COX to solve your thermoplastic problem.

WILLIAAM J. COX (SALES) LTD.
LONDON ROAD, TRING, HERTFORDSHIRE
Telephone: Tring 3286-7-8.

KANGOL
makers of the seat belt with the unique magnetic buckle

BRITISH Bullfinch
TORCHES, BURNERS and REGULATORS
For Brazing, Soft Soldering, Cable Jointing, Paint Burning, etc. FOR PROPANE OR BUTANE.
Big range of burners to fit standard handle.
Please send for leaflets & prices.
BULLFINCH (Gas Equipment) LTD.
DIADEM WORKS, KINGS ROAD, TYSELEY, BIRMINGHAM 11.
Telephone: ACOcks Green 6301/5

THE LET

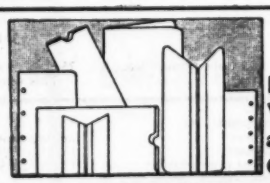
Manufacturers of
Brass Spur Teeth Grommets
Brass Eyelets and Rings
Ventilator Eyelets
We hold stocks of all sizes
Bodill, Parker (1922) Ltd
Lower Tower Street, Birmingham 19
Telephone: ASTon Cross 1711-2

HUPFIELD
PREHEATERS FOR INDUSTRY
LAND AND MARINE APPLICATIONS, FUEL OIL, TAR OIL, ASPHALT, BITUMEN, PITCH, GREASE, MOLASSES, CASTOR OIL, GLUCOSE, VISCOUS FLUIDS
Steam, High Pressure Hot Water, Electric or any COMBINED TYPE.
Line Heaters, Storage Tank Flow Type Heaters, Immersion Heaters.
Electric Elements.
Pumping & Heating Units, Packaged Pumping & Heating Units. ALL SIZES – ALL VISCOSITIES – ALL PRESSURES – ALL TEMPERATURES.
Hot Oil Heaters or PHASE HEATERS – 600 deg. "F" Oil Fired or Electric Heated – 28 sizes – 50,000 BTU to 5,000,000 BTU/HR.
BITUMEN STORAGE & HEATING TANKS, Static or Mobile, 1000, 2000, 3000, 4000, 5000, 6000, 8000, 10,000 gallons. HOT AIR HEATED or ELECTRIC HEATED or HOT OIL HEATED
Jacketed Piping.
Units loaded from 1 KW to 1000 KW. Outputs from 4 GPH to 3,000,000 lb/hr. HEATERS for PRE-MIX CONCRETE and Light Aggregate Sections. AUTOCLAVES. Save 40% of production costs.
Thermostatic Control valves.
ELECTRODE STEAM & WATER BOILERS 6 KW to 2400 KW all pressures. Swimming Pool Heaters. ELECTRIC STEAM CLEANING JENNIES.
More & more users are changing to HUPFIELD.
Consult the Specialists – All to LLOYD'S of LONDON Survey, Inspection and Test.
PLEASE LET US HELP YOU SOLVE YOUR PROBLEMS.
Better Designed — Better Engineered
Better Serviced — Better Priced
SPECIALIST EXPORTERS — WORLD WIDE SERVICE.
HUPFIELD WILLOW LANE – MITCHAM London & Hartlepools.
HUPFIELD PROVED BY PERFORMANCE
OVERSEAS AREA AGENT REPRESENTATIVES WANTED ALL COUNTRIES.

Introducing the well known range of
Lucy Harding REGD.
QUALITY PLASTIC WARE
Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes
Prices and Catalogue from:
REGULAR PLASTICS LTD.,
Fitzherbert Road, Farlington, Portsmouth, Hants. Tel. Cosham 70102

Circular saw blades
Circular saw blades for wood cutting and plastics,
E. W. Kendall & Co. Ltd.
Crayford Works, Crayford Road, Crayford, Kent
Telephone: Crayford 27576

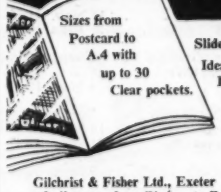
ALUMINIUM HOLLOWARE
Catering equipment for hotels, canteens, restaurants, etc.
Williams (Pressings and Spinnings) **Co. Ltd.**
Crown Street, Wolverhampton, Staffs.
Telephone: Wolverhampton 25979



PVC Wallets and Containers
Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.
Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Specialist manufacturers of:
Office & School Chairs
also
Stools, Stacking Chairs,
Ladder-Back Chairs
and Bench Seating
M. F. Ellis (Temple Factory) Ltd
Lincoln Road, High Wycombe

THE Kingfisher **CONTINENTAL** BINDER Pat. Prov.



Sizes from Postcard to A.4 with up to 30 Clear pockets.
Slide-off spine for fitting extra pockets.
Ideal for Price Lists, Photos, Leaflets, Documents etc.
Novel design gives keen prices
Kingfisher
Gilchrist & Fisher Ltd., Exeter Manufacturers of PVC items of all types from Binders to Banners.
London Showroom: Carolyn House, Dingwall Rd., Croydon. Mun. 4603.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, Londond, E.C.1.

Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

EXPORTERS' TRANSLATION SERVICE, 93, Lichfield Court, RIChmond 4729, Surrey. All Languages. Quick Service. ASK FOR QUOTATIONS! Hungarian Translation Specialists.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

TWO COOKING RANGES, central, oil fired, 8ft. x 5ft., each four ovens, complete, unused. £250 each. Fyfe, Wilson & Co. Ltd., Bishop's Stortford, Herts. Tel.: 3333/4/5/6. Telex: 81169.

EXPORTERS TO SCANDINAVIA. EXPERIENCED BRITISH EXPORTERS, established subsidiary in Stockholm, seeks agencies for all types of products for Scandinavian countries, particularly Sweden. We are ONLY interested in first-class, up-to-date manufacturers, willing to support and expand export drive. MOUNTFAIR PRODUCE LTD., 337 Finchley Road, London, N.W.3. Tel. Hampstead 8077-8.

TRANSLATIONS. Make sure the country you deal with understands you. Correspond in their language. Same day return service – Danish, Swedish, Italian, German, French. 10s. per 100 words min. (letter correspondence); electronic, technical 15s. per 100 words min. E.T.C. Export House, 101-107 Chatsworth Road, E.5. AMH 7060.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel. Simonswood 2157 (6 lines).

HAVE YOU STORAGE PROBLEMS? We hire, for long or short periods, portable canvas buildings, with or without wooden floors. Sizes up to 10,000 sq. ft. Let us know your special requirements. John Attwooll & Co. (Tents) Ltd., Whitminster, nr. Gloucester. Phone Saul 278.

MEDITERRANEAN. Satisfied with your exports there? Some local supervision required, or a drive to open new markets? London Export Agent (English), M.I.Ex., retiring to Cyprus and visiting markets in the area offers help: supervision or selection of Agents, special inquiries, market investigation, Trade Fairs. Languages: French, Spanish, Greek. Write Box S.6414.

BRITISH GOODS ARE POPULAR IN GREECE. If you are interested in exploring the Greek market we should be please to put forward your products. P. L. Scott (Exports) Ltd., 4 Newtown, Chichester, Sussex.

PREFABRICATED BUILDING – EXPORT SALES EXECUTIVE. G. H. Burgess & Co. Ltd. – a JEL Group Company with factories in England and France supplying overseas expatriate accommodation of all kinds – requires self-reliant, self-motivating man aged 28/32 to develop existing connections with oil companies, contractors and foreign governments. Experience in export of capital goods and fluent French essential. The position is London based, with up to six months a year travelling abroad in short tours, mainly to Middle East and North Africa. The appoinment is a progressive one offering up to £2,500 p.a., plus generous overseas allowances, to an ambitious man. and provides an excellent opportunity to build a career in an expanding, vital industry. Write, giving brief details of career and quoting Ref. H324 to:– R. T. Davies, Group Personnel Manager, The JEL Group of Companies. JEL House, Staines Road, Hounslow, Middlesex.

FOR TRANSLATIONS or NEGOTIATIONS with foreign customers or suppliers (especially in German and Italian, also Dutch) write Box M.10994.

TO EXPORTERS IN SCOTLAND Prompt Translation Service. The Language Guild, 59 Elmbank Street, Glasgow, C.2. Tel. DOU 4859.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	11 Nov. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	14 Oct. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	This week
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	4 Nov. 1966
New companies registered (M)	21 Oct. 1966
Credit:	
Instalment credit business (M)	11 Nov. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	30 Sept. 1966
Production, exports and orders (M)	28 Oct. 1966
ECGD business (Q)	4 Nov. 1966
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	11 Nov. 1966
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	This week
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	4 Nov. 1966
Trends in exports of manufactures (A)	This week
World trade and production (Q)	26 Aug. 1966
Foreign trade of the UK:	
Unit value and volume index nos. (M)	11 Nov. 1966
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	11 Nov. 1966
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	11 Nov. 1966
Industrial building provisional figures (Q)	28 Oct. 1966
Industrial production:	
Index nos. (M)	28 Oct. 1966
N. Ireland index (M)	21 Oct. 1966
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Sept. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	30 Sept. 1966
Deliveries (Q)	4 Nov. 1966
Production (M)	4 Nov. 1966
Motor industry:	
Car and commercial vehicle production (M)	28 Oct. 1966
Motor trades turnover (M)	4 Nov. 1966
Nationalized industries overdrafts (M)	4 Nov. 1966
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Sept. 1966
Retail prices index (M)	28 Oct. 1966
Retail trade:	
Index nos. (M)	11 Nov. 1966
N. Ireland index (M)	4 Nov. 1966
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	11 Nov. 1966
Stocks:	
Manufacturers', wholesalers' and distributors' (Q)	14 Oct. 1966
Retail (M)	11 Nov. 1966
Retail and wholesale trades (A)	31 Dec. 1965
Textiles:	
Clothing and textiles orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	26 Aug. 1966
Wool output (M)	This week
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	11 Nov. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	1 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3 35

KING'S LYNN DOCKS & LOWESTOFT HARBOUR

serve East Anglia and the Midlands

EXCELLENT ROAD, RAIL AND COASTWISE CONNECTIONS

KING'S LYNN: ☐ linked to the Continent and Scandinavia by regular sailings ☐ equipped for handling bulk or general cargoes ☐ warehousing and open storage ☐ new 800 ft. quay recently completed ☐ roll-on/roll-off terminal under construction ☐ cranage up to 20 tons ☐ industrial sites available

LOWESTOFT: ☐ Britain's most easterly port ☐ situated in an expanding industrial area ☐ the nearest U.K. port to Europort ☐ developing trade with the Continent and Scandinavia ☐ good cranage facilities available ☐ thrice-weekly service to Rotterdam and weekly service to Antwerp

Further information from: Docks Manager, Dock Office, King's Lynn. Telephone: 2636. Docks Manager & Harbour Master, Custom House, Lowestoft. Telephone: 2286.

King's Lynn Docks & Lowestoft Harbour

Part of a nationwide ports service operated by the **British Transport Docks Board**, a publicly owned undertaking, and comprising: AYR, BARROW, BARRY, BURNTISLAND, CARDIFF, FLEETWOOD, GARSTON, GOOLE, GRANGEMOUTH, GRIMSBY & IMMINGHAM HARTLEPOOLS, HULL, KING'S LYNN, LOWESTOFT, METHIL, MIDDLESBROUGH, NEWPORT, PLYMOUTH, PORT TALBOT, SILLOTH, SOUTHAMPTON, SWANSEA, TROON.

This cartridge is made of paper

Why not make the gun of paper too!

Flight of fancy? Not at all. Paper is already being used for many things that would have raised the most sophisticated eyebrow a few years ago. And looking ahead, the possibilities offered by paper's quite incredible adaptability seem almost endless.

Paper, after all, can carry electrical current or insulate against it. Paper can be magnetised or rendered anti-magnetic. Paper can be processed to rival wool in softness, lace in delicacy, glass in transparency, steel in hardness. Paper is pretty remarkable.

Not only are Tullis Russell to the fore in actually producing paper – they've been doing it since 1809 – but their research departments are among the biggest in the world. In them Tullis Russell's technical staff are well equipped to study paper's potential. Any technical problem which you think might be solved with paper is of very real interest. Right now it might seem insuperable to you. But, knowing paper, there could well be an answer. And Tullis Russell know paper. So don't hesitate to get in touch.

Tullis Russell

SHAPE THE FUTURE IN PAPER

Tullis Russell & Co. Ltd. Auchmuty and Rothes Paper Mills · Markinch · Fife · Scotland · Markinch 471

(O 221)